

MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY

Product of the MONTH



Total Brokerage

The Real Estate Industry Game Changer!

- CRM with lead and transaction management, marketing, eSignature, accounting, document storage and audit history
- Mobile friendly for agents on the go
- Functional for single agent, teams or full brokerages
- Integrates with third parties such as Zillow, Trulia, Realtor.com, Gmail and Outlook

www.totalbrokerage.com

1

4 (E) MLS: Rapattoni Basic: 10-12 Advanced: 1-3

(W) MLS: Matrix 101: 10-12 201: 1-3

(F) MLS: Matrix 101: 10-12

5 (W) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4

(W) TRID/CD & AS IS Contract 3 Hrs CE • (Spanish) • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50

(F) Amazing New Methods to Blow Up Your Open Houses • 10-11 Mbrs. No Cost /Non. Mbrs \$25

6 (E) MLS: Matrix 101: 10-12 • 201: 1-3

(F) Becoming a Master Investor Write-Up • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50

7 (F) MLS: Matrix 101: 10-12 • 201: 2-4

8 (E) MLS: Matrix 301 • 10-12

(E) Realist Tax Roll Solution • 1-3

(F) Social Media Marketing Part 1: 9:30-12 • Part 2: 1:30-4

(E) FREC 1 Pre-License Course • Dec. 4-12 • 9-6 • Cost: \$395 • www.sfreschool.com

11 (E) CMA Workshop Part 1: 10-12 • Part 2: 1-3

(W) email Marketing • 9:30-12

(W) Mobile Marketing • 1:30-4

(W) Competing with the Zillow Machine • 10-12

(W) CAM Review • 1-5

(F) MLS: Matrix 301 • 10-12

(F) Above & Beyond Your MLS: A Link To Your Possibilities • 2-4

12 (E) Realtor Property Resource Basics: 1-2 • Mobile: 2-3

(W) Realtor Property Resource Basics: 9:30-10:30 Mobile: 10:30-11:30

(W) MLS: Matrix 301 • 1-3

(W) Negotiating the Transaction from Beginning to End • 10-11 Mbrs. No Cost/Non. Mbrs \$25

(F) Trends in the Marketplace • 10-12

13 (E) iMAPP • 10-12

(E) Negotiation Skills for REALTORS 10-12 • Mbrs. \$15/Non. \$30 On-site \$25/50

(E) New Member Orientation • 1:30-5

(W) MLS: Matrix 101: 10-12 • 201: 1-3

14 (E) Commercial Marketplace • 9-10

(E) Improving Sales and Closing Techniques • 1-3

15 MIAMI Association of REALTORS®
Offices Hours
Broward County Offices 9–2:45pm
Sawgrass, DCOTA and Fort Lauderdale
Miami-Dade County Offices 9–3pm
MIAMI HQ, Coral Gables and Northwestern Dade
JTHS in Jupiter Office 9–1:30pm

(E) FREC 1 Pre-License Course • Dec. 4-12 • 9-6 • Cost: \$395 • www.sfreschool.com

18 (F) Social Media Management Advanced • 10-12

(F) Prospecting & Advertising Using Social Media: Advanced • 1-3

19 (E) MLS: Matrix 101: 10-12 • 201: 1-3

(E) Commercial Letter of Intent 9-11 • Mbrs. \$15/Non. \$30 On-site \$25/50

(E) Farming Strategies To Get Those Listings • 3 Hrs CE • 1-4

20 (E) MLS: Matrix 301 • 10-12

(E) MLS: Matrix Add/Edit • 1-2

(W) MLS: Rapattoni Basic • 10-12

(W) Form Simplicity • 1-3

(W) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 9:30-12:30

21 (E) 10 Ways To Earn More Than the Competition Using RPR • 1-2

(E) Realtor Property Resource: Introduction to Commercial • 2-3

(W) 10 Ways To Earn More Than the Competition Using RPR • 9:30-10:30

(W) Hit the Bullseye with Perfect Pricing Using RPR • 10:30-11:30

(W) MLS: Matrix 301 • 1-3

22 (W) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4

25 MIAMI Association of REALTORS®
Offices Closed
Have a Safe and Happy Holiday!

26 MIAMI Association of REALTORS®
Offices Closed
Have a Safe and Happy Holiday!

27 (W) MLS: Matrix 101: 10-12 201: 1-3

28 (E) MLS: Matrix 101: 10-12 201: 1-3

29 (W) CMA Workshop Part 1: 10-12 Part 2: 1-3

FEATURED New Products

MLS Offers

Simplify & Organize Offer Communications
On Your Listings



What's in it for me?

- ease of use
- consolidation of all transaction data
- avoids email-based communications during offer periods
- ideal for all size agents and teams
- FREE to use - \$0/month (unlimited listings, unlimited offers, unlimited correspondence, custom offer pages, simple negotiation process, receive offers direct from the MLS, correspondence kept indefinitely, docs kept for one year after upload)

Instructions to Set Up Your MLS Offers Account

1. Sign up for free at www.mlsoffers.com
2. Click on settings to add your MLS Connection
3. Select your MLS and enter your agent ID
4. Customize other settings as desired
5. Navigate to the "Listings" page to import listings you want from MLS

For additional information, visit: www.miamirealtors.com/mlsoffers

INRIX Drive Time

Give Customers Accurate Commute Time
Estimates *Without Setting Foot In a Car*



What's in it for me?

- Takes the guesswork out of purchasing a new home.
- A new search option fully integrated with your Matrix MLS system
- Maps display drivable areas and matching listings of maximum desired commute time from locations important to your customers
- See how commute times change at different times of the day, week, season, current and forecasted weather, accidents and road construction
- Reverse direction of travel

How to Access:

1. From the search criteria page in Matrix, click "map search"
2. Click the Drive Time icon (clock) and fill out the location and desired arrival time and commute time
3. Enter a location to drive to or from
4. Select Drive to hear or drive from here
5. Select the desired arrival time and number of minutes in driving time
6. Matrix will then show a shape on a map with listings that meets the Drive Time criteria
7. You can add multiple INRIX Drive Time searches to a single map to add additional stops (work, school, family, etc)

ePropertyWatch

Never Be Forgotten
Stay In Touch with Past Customers



What's in it for me?

- Fully integrated with Matrix MLS
- Send monthly reports with information on your customer's home's value, neighborhood, nearby listings, transactions, local trends, and more
- With over 50% open rates, ePropertyWatch is one of the most engaging ways possible to stay in touch with past customers
- Sign up prospects you meet and promote yourself as the local real estate expert
- Set it and forget it. Load the information once, and ePropertyWatch takes care of the rest

Fast Access Instructions:

1. Login to the MIAMI Gateway
2. Choose Matrix from the Dashboard
3. Access under "external links menu" in Matrix home page

ListTrac

Measure User Engagement Data
Related to Your Listing Content



What's in it for me?

- Know where your content is being viewed
- Know where you are generating the highest number of leads
- Metrics to assess & determine effective syndication
- Code embedded in your participating websites

How to Access:

1. Go to miamirealtors.com
2. Click on the MIAMI Gateway & Login
3. Choose the Listtrac button and begin

Listtrac monitoring works with:

Corelogic – Matrix 7.0
Zillow Group websites
Trulia
Homesnap
Commissions, Inc.
Cyberitas

ZapLabs
Gabriel's Technology Solutions
Diverse Solutions
Homes.com
Market Leader
and many more...

For additional information, visit: www.miamirealtors.com/listtrac

MIAMI REALTORS® Offices COLOR CODE

(W) West Broward
13680 NW 14 Street
Sunrise • FL 33323
T: 954.335.5200
F: 954.476.4554



(E) East Broward
DCOTA
1815 Griffin Rd., Ste. 104
Dania, FL 33004
T: 954.449.1690
F: 954.476.4554



(F) NE Broward
6451 N. Federal Hwy.
Ste. 116
Ft. Lauderdale, FL 33308
T: 954.335.5200
F: 954.476.4554



(J) JTHS Jupiter
2151 Alternate A1A S.
Ste. 1100
Jupiter, FL 33477
T: 561.746.2707
F: 561.575.9766



(H) MIAMI Headquarters
700 S. Royal Poinciana Blvd.
Suite 400
Miami FL, 33166
T: 305.468.7000
F: 305.468.7070



(C) Coral Gables
245 Alcazar Avenue
Coral Gables, FL 33134
T: 305.444.6528
F: 305.442.0338



(N) Northwestern Dade
415 W. 51st Place
Suite 200
Hialeah, FL 33012
T: 305.557.1400
F: 305.822.1730

