

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY |
|--|--|--|---|---|
| <p>2 (C) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4</p> | <p>3 (H) MLS: Matrix 301 • 9:30-11:30 (H) Realtor Property Resource (RPR) Basics: 1-2 • Mobile: 2-3 (C) Realtor Property Resource (RPR) Basics: 9:30-10:30 Mobile: 10:30-11:30 (C) Lunch & Learn: H2eFile Online Transaction Follow Up & Filing 11-1 • Mbrs. No Cost (C) MLS: Matrix 301 • 1-3 (N) 1031 Real Estate Exchanges 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> | <p>4 (H) Commercial Real Estate Series Part 2 of 3 Part Series • 9:30-12:30 Mbrs. \$45/Non. \$65 (ALL 3) (Mbrs. \$20/Non. \$40 each class) (H) Realtor Property Resource (RPR) Basic to Advanced(Spanish) • 9:30-12 (H) MLS: Add/Edit Listing • 2-3:30 (C) Realtor Property Resource (RPR) Basic to Advanced(Spanish) • 1:30-4 (N) MLS: Rapattoni Basic (Spanish) • 9:30-12 (N) MLS: Matrix 101 (Spanish) • 1:30-4</p> | <p>5 (H) Commercial Marketplace 8:30-11:30 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (C) Finding Buyers Using Internet & Traditional Marketing • 10-12 (C) CAM Review • 1-5</p> | <p>6</p> |
| (N) State CRAM Review FREC I & FREC II • 4/4-4/6 • Wed. 1-4:30 • Thu. & Fri. 9-5 • No Cost for South Florida Real Estate School Students | | | | |
| (C) FREC II Broker Pre-License Course • 3/19-4/4 (Select Dates: Mon-Wed-Fri) 9-6 • Cost: \$495 | | | | |
| <p>9 (H) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4 (C) MLS: Matrix 101: 10-12 201: 1-3 (N) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4</p> | <p>10 (H) New Member Orientation (Spanish) • 9:30-1 (H) Introduction to MLS (Spanish) • 2-4 (C) From the Listing Table to the Closing Table • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Improving Sales & Closing Techniques • 1-3 (N) iMap Tax Roll Solution (Spanish) • 9:30-12 (N) Realtor Property Resource (RPR) Basic to Advanced (Spanish) • 2-4:30</p> | <p>11 (H) Commercial Real Estate Series Part 3 of 3 Part Series • 9:30-12:30 Mbrs. \$45/Non. \$65 (ALL 3) (Mbrs. \$20/Non. \$40 each class) (H) MLS: Matrix 101: 10-12 201: 2-4 (C) Working with Investors Finding Deals: 10-12 Making It Work: 1-3 (C) Foreign Investment for Immigration Purposes • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> | <p>12 (H) MLS: Matrix 301 (Spanish) • 9:30-12 (H) Realist Tax Roll Solution (Spanish) • 1:30-4 (H) TRID/CD & AS IS Contract Training • 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) MLS: Matrix 101: 10-12 201: 1-3 (N) MLS: Rapattoni Basic (Spanish) • 9:30-12 (N) Dotloop (Spanish) • 1:30-4</p> | <p>13 (H) MLS: Matrix 101: 10-12 201: 2-4 (H) Leasing & Property Mgmt (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) MLS: Matrix 301 • 10-12 (C) Realist Tax Roll Solution • 1-3 (N) MLS: Add/Edit Listing (Spanish) • 9:30-11:30 (N) Show Me the Money (Spanish) • 1-3</p> |
| (N) FREC II Broker Pre-License Course • 4/9-4/25 (Select Dates) 9-6 • Cost: \$495 | | | | |
| <p>16 (H) Market Smarter 2.0 Be Productive, Not Busy 9:30-10:30 (H) iMap Tax Roll Solution English: 10-12 Spanish: 1:30-4 (C) MLS: Rapattoni Basic • 10-12 (C) MLS: Matrix 301 • 1-3 (C) Market Smarter 2.0 Be Productive, Not Busy • 1-2 (N) Marketing Tools To Win That Listing (Spanish) Prospecting & Farming (Spa.) • 9:30-12 Present the CMA (Spanish) • 1:30-4</p> | <p>17 (H) Real Estate Negotiations Getting to Say Yes • 9-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) 10 Ways To Earn More Than the Competition Using RPR • 1-2 (H) Impress Clients and Close More Deals with Realtor Property Resource • 2-3 (C) 10 Ways To Earn More Than the Competition Using RPR Advanced • 9:30-10:30 (C) RPR Commercial • 10:30-11:30 (C) Understanding & Writing the CRSP-14 Contract • 10-1 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) MLS: Matrix 101 • 1-3 (N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) Form Simplicity (Spanish) • 1:30-4</p> | <p>18 (H) MLS: Matrix 101: 10-12 201: 2-4 (H) CRS: Converting Leads into Closings 8:30-5 Mbrs. \$99/Non. \$129 (H) Form Simplicity 3 Hrs CE • 9:30-12:30 (H) Form Simplicity: Broker Management Tools • 1-2 (H) MLS Advantage 2 Hrs CE • 2:30-4:30 (C) Social Media Marketing Part 1: 10-12 Part 2: 1-3 (N) Working with Foreign Investors (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> | <p>19 (H) CMA Workshop (Spanish) • 9:30-12 (H) Fair Housing for Real Estate Professionals • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) TotalBrokerage • 2-4 (C) TotalBrokerage • 10-12 (C) MLS: Matrix 201 • 1-3 (C) Form Simplicity 3 Hrs CE • 9:30-12:30 (C) Form Simplicity: Broker Management Tools • 1-2 (C) MLS Advantage 2 Hrs CE • 2:30-4:30</p> | <p>20 (H) Social Media Marketing (Spanish) Part 1: 9:30-12 Part 2: 1:30-4 (C) MLS: Matrix 101: 10-12 201: 1-3 (N) Realist Tax Roll Solution (Spanish) • 9:30-12 (N) MLS: Matrix 301 (Spanish) • 1:30-4</p> |
| (N) FREC II Broker Pre-License Course • 4/9-4/25 (Select Dates) 9-6 • Cost: \$495 | | | | |
| <p>23 (H) Social Media Marketing Part 1: 10-12 Part 2: 2-4 (C) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4</p> | <p>24 (H) The Closing Transaction: What Every Realtor Agent Should Know • 3 Hrs CE • 9:30-12:30 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) New Member Orientation Registration: 9 • 9:30-1 (C) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 1:30-4:30 (C) Introduction to MLS • 2-4</p> | <p>25 (H) CMA Workshop • 9:30-12 (H) email Marketing • 1:30-4 (C) MLS: Matrix 301 • 10-12 (C) MLS: Rapattoni Basic (Spanish) • 1:30-4 (N) Social Media Marketing (Spanish) Part 1: 9:30-12 Part 2: 1:30-4</p> | <p>26 (H) MLS: Rapattoni Basic • 10-12 (H) Lunch & Learn: H2eFile Online Transaction Follow Up & Filing • 11-1 (H) Realist Tax Roll Solution • 2-4 (C) ProxioPro Basic: 10-12 Advanced: 1-3</p> | <p>27 (H) ProxioPro (Spanish) Basic: 9:30-12 Advanced: 1:30-4 (H) Farming Strategies To Get Those Listings • 3 Hrs CE • 9:30-12:30 (C) iMap Tax Roll Solution Spanish: 9:30-12 English: 1-3</p> |
| (N) FREC II Broker Pre-License Course • 4/9-4/25 (Select Dates) 9-6 • Cost: \$495 | | | | |
| <p>30 (H) ProxioPro Basic: 10-12 • Advanced: 2-4 (C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (C) Competing with the Zillow Machine • 10-12</p> | <p style="text-align: center;">Lunch & Learn Wednesday: Webinars with iMap www.MiamiRealtors.com/WednesdayWebinarsWithiMap</p> | | | |
| <p>(C) CAM License • 4/30-5/1 8-6 • Cost: \$199</p> | <p>With a few additional sessions on Tuesday</p> | | | |

Lunch & Learn

Wednesday:
Webinars with iMap

www.MiamiRealtors.com/WednesdayWebinarsWithiMap



April 2017 Events

REGISTER ONLINE at miamire.com/calendar

or Circle the event & Fax to (305) 468-7070 or Email: registration@miamire.com

For questions 305.468.7066

INTRODUCTION TO MLS

TUE. 4/24 2:00-4:00 (C)

MLS: MASTERING MATRIX 101

THU. 4/5 10:00-12:00 (H)
 THU. 4/5 10:00-12:00 (C)
 MON. 4/9 10:00-12:00 (C)
 WED. 4/11 10:00-12:00 (H)
 THU. 4/12 10:00-12:00 (C)
 FRI. 4/13 10:00-12:00 (H)
 TUE. 4/17 1:00-3:00 (C)
 WED. 4/18 10:00-12:00 (H)
 FRI. 4/20 10:00-12:00 (C)
 TUE. 4/24 10:00-12:00 (H)

MLS: MATRIX CUSTOMIZATION 201

THU. 4/5 2:00-4:00 (H)
 THU. 4/5 1:00-3:00 (C)
 MON. 4/9 1:00-3:00 (C)
 WED. 4/11 2:00-4:00 (H)
 THU. 4/12 1:00-3:00 (C)
 FRI. 4/13 2:00-4:00 (H)
 WED. 4/18 2:00-4:00 (H)
 THU. 4/19 1:00-3:00 (C)
 FRI. 4/20 1:00-3:00 (C)
 TUE. 4/24 2:00-4:00 (H)

MLS: MATRIX SUPER USER WKSP 301

TUE. 4/3 9:30-11:30 (H)
 TUE. 4/3 1:00-3:00 (C)
 FRI. 4/13 10:00-12:00 (C)
 MON. 4/16 1:00-3:00 (C)
 WED. 4/25 10:00-12:00 (C)

MLS: ADD/EDIT LISTING

WED. 4/4 2:00-3:30 (H)

MLS: RAPATTONI BASIC

MON. 4/16 10:00-12:00 (C)
 THU. 4/26 10:00-12:00 (H)

IMAPP TAX ROLL SOLUTIONS

MON. 4/16 10:00-12:00 (H)
 FRI. 4/27 1:00-3:00 (C)

REALIST TAX ROLL SOLUTIONS

FRI. 4/13 1:00-3:00 (C)
 THU. 4/26 2:00-4:00 (H)

REALTOR PROPERTY RESOURCE-BASIC

TUE. 4/3 1:00-2:00 (H)
 TUE. 4/3 9:30-10:30 (C)

REALTOR PROPERTY RESOURCE-MOBILE

TUE. 4/3 2:00-3:00 (H)
 TUE. 4/3 10:30-11:30 (C)

RPR COMMERCIAL

TUE. 4/17 10:30-11:30 (C)

10 WAYS RPR - ADVANCED

TUE. 4/17 1:00-2:00 (H)
 TUE. 4/17 9:30-10:30 (C)

IMPRESS YOUR CLIENTS - RPR

TUE. 4/17 2:00-3:00 (H)

CMA WORKSHOP

WED. 4/25 9:30-12:00 (H)

FORM SIMPLICITY - 3 HRS CE

WED. 4/18 9:30-12:30 (H)
 THU. 4/19 9:30-12:30 (C)

FORM SIMPLICITY - BROKER

WED. 4/18 1:00-2:00 (H)
 THU. 4/19 1:00-2:00 (C)

MLSADVANTAGE - 2 HRS CE

WED. 4/18 2:30-4:30 (H)
 THU. 4/19 2:30-4:30 (C)

WORKING W/ INV - FINDING DEALS

WED. 4/11 10:00-12:00 (C)

WORKING W/ INV - MAKING IT WORK

WED. 4/11 1:00-3:00 (C)

EMAIL MARKETING

WED. 4/25 1:30-4:00 (H)

MARKET SMARTER 2.0

MON. 4/16 9:30-10:30 (H)
 MON. 4/16 1:00-2:00 (C)

PROXIO - BASIC

THU. 4/26 10:00-12:00 (C)
 MON. 4/30 10:00-12:00 (H)

PROXIO - ADV

THU. 4/26 1:00-3:00 (C)
 MON. 4/30 2:00-4:00 (H)

SOCIAL MEDIA MARKETING - PT. 1

WED. 4/18 10:00-12:00 (C)
 MON. 4/23 10:00-12:00 (H)

SOCIAL MEDIA MARKETING - PT. 2

WED. 4/18 1:00-3:00 (C)
 MON. 4/23 2:00-4:00 (H)

TOTALBROKERAGE

THU. 4/19 2:00-4:00 (H)
 THU. 4/19 10:00-12:00 (C)

SPANISH TECH TRAINING

INTRODUCTION TO MLS

TUE. 4/10 2:00-4:00 (H)

MLS: MASTERING MATRIX 101

MON. 4/2 9:30-12:00 (C)
 WED. 4/4 1:30-4:00 (N)
 MON. 4/9 9:30-12:00 (H)
 MON. 4/9 9:30-12:00 (N)
 MON. 4/23 9:30-12:00 (C)
 MON. 4/30 9:30-12:00 (C)

MLS: MATRIX CUSTOMIZATION 201

MON. 4/2 1:30-4:00 (C)
 MON. 4/9 1:30-4:00 (H)
 MON. 4/9 1:30-4:00 (N)
 MON. 4/23 1:30-4:00 (C)
 MON. 4/30 1:30-4:00 (C)

MLS: MATRIX SUPER USER WKSP 301

THU. 4/12 9:30-12:00 (H)
 TUE. 4/17 9:30-12:00 (N)
 FRI. 4/20 1:30-4:00 (N)

MLS: ADD/EDIT LISTING

FRI. 4/13 9:30-11:30 (N)

MLS: RAPATTONI BASIC

WED. 4/4 9:30-12:00 (N)
 THU. 4/12 9:30-12:00 (N)
 WED. 4/25 1:30-4:00 (C)

IMAPP

TUE. 4/10 9:30-12:00 (N)
 MON. 4/16 1:30-4:00 (H)
 FRI. 4/27 9:30-12:00 (C)

REALIST

THU. 4/12 1:30-4:00 (H)
 FRI. 4/20 9:30-12:00 (N)

REALTOR PROPERTY RESOURCE-BASIC TO ADVANCED

WED. 4/4 9:30-12:00 (H)
 WED. 4/4 1:30-4:00 (C)
 TUE. 4/10 2:00-4:30 (N)

CMA WORKSHOP

THU. 4/19 9:30-12:00 (H)

SHOW ME THE MONEY

FRI. 4/13 1:00-3:00 (N)

FORM SIMPLICITY

TUE. 4/17 1:30-4:00 (N)

DOTLOOP

THU. 4/12 1:30-4:00 (N)

SOCIAL MEDIA MARKETING - PT. 1

FRI. 4/20 9:30-12:00 (H)
 WED. 4/25 9:30-12:00 (N)

SOCIAL MEDIA MARKETING - PT. 2

FRI. 4/20 1:30-4:00 (H)
 WED. 4/25 1:30-4:00 (N)

PROSPECTING & FARMING

MON. 4/16 9:30-12:00 (N)

PRESENT THE CMA

MON. 4/16 1:30-4:00 (N)

PROXIO - BASIC

FRI. 4/27 9:30-12:00 (H)

PROXIO - ADVANCED

FRI. 4/27 1:30-4:00 (H)

LUNCH AND LEARN SERIES

H2eFile: Online Transaction Follow Up

Tue., Apr. 3 • 11-1 • Mbrs. No Cost/Non. \$25
 Coral Gables • 245 Alcazar Avenue • Coral Gables

NETWORKING

Business After Hours

Thurs., Apr. 5 • 6:00-8:00 • Members & Guests
 Complimentary Appetizers & 1 Free Drink (select specials)
 Guests staying after event can enjoy 10% off their dinner
 Town Kitchen & Bar • 7301 SW 57th Ct., Miami, FL 33143

NEW AGENTS

Introduction to MLS: Presented in Spanish

Thurs., Apr. 10 • 2:00-4:00 • Mbrs. No Cost/Non. \$25
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

TECHNOLOGY

Dotloop: Presented in Spanish

Thurs., Apr. 12 • 1:30-4:00 • Mbrs. No Cost/Non. \$25
 NW Dade • 415 W. 51st Place, Suite 200 • Hialeah

MARKETING

Market Smarter 2.0: Be Productive, Not Busy

Mon., Apr. 16 • 9:30-10:30 • Mbrs. No Cost/Non. \$25
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

COMMERCIAL

RPR: Introduction to Commercial

Tue., Apr. 17 • 10:30-11:30 • Mbrs. No Cost/Non. \$25
 Coral Gables • 245 Alcazar Avenue • Coral Gables

SOCIAL MEDIA

Social Media Marketing: Part 1 & Part 2 Presented in Spanish

Wed., Apr. 25 • 9:30-12 • 1:30-4:00 • Mbrs. No Cost
 NW Dade • 415 W. 51st Place, Suite 200 • Hialeah

TAX SERVICES

Realist Tax Roll Solution

Thurs., Apr. 26 • 2:00-4:00 • Mbrs. No Cost/Non. \$25
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

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 F: 305.822.1730



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 13680 NW 14 Street
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 Sunrise • FL 33323
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 F: 954.476.4554



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 Dania, FL 33004
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 F: 954.476.4554



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 Ft. Lauderdale, FL 33308
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 F: 954.476.4554



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