


MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>1 MIAMI Association of REALTORS®</p> <p>Offices Closed for the New Year Have a Safe and Happy Holiday!</p>	<p>2 MIAMI Association of REALTORS®</p> <p>Offices Closed for the New Year Have a Safe and Happy Holiday!</p>	<p>3 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(H) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 9:30-12:30</p> <p>(C) MLS: Rapattoni Basic: 10-12 • Advanced: 1-3</p>	<p>4 (H) Commercial Marketplace • 8:30-11:30</p> <p>(H) Realtor Property Resource (RPR) Basics: 1-2 • Mobile: 2-3</p> <p>(C) Realtor Property Resource (RPR) Basics: 9:30-10:30 Mobile: 10:30-11:30</p> <p>(N) MLS: Rapattoni (Spanish) Basic: 9:30-12 • Advanced: 1:30-4</p>	<p>5 (H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p>
(C) 60 Hr Broker Post Licensing Course • Jan. 3-5-Jan. 8-12 • 9-6 • Cost \$225 • www.sfreschool.com				
<p>8 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>9 (H) MLS: Matrix 101 • 2-4</p> <p>(H) New Member Orientation • 9:30-1</p> <p>(H) Improving Sales Strategies and Closing Techniques • 2-4</p> <p>(C) MLS: Matrix 301 • 10-12</p> <p>(C) Realist Tax Roll Solution • 1-3</p>	<p>10 (H) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4</p> <p>(H) Foreign Investment for Immigration Purposes • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Form Simplicity (Spanish) • 9:30-12</p> <p>(C) Above and Beyond Your MLS (Spanish) • 1:30-4</p>	<p>11 (H) Investment Analysis • 9:30-12</p> <p>(H) MLS: Matrix Commercial • 1-3</p> <p>(H) 5 Reasons Not To Buy Property in Your Name... • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Prospecting and Farming • 9:30-12</p> <p>(C) Present the CMA • 1:30-4</p> <p>(N) Proxio (Spanish) Basic: 9:30-12 Advanced: 1:30-4</p>	<p>12 (H) MLS: Matrix 301 • 10-12</p> <p>(H) MLS: Matrix Commercial (Spanish) • 2-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(C) Competing with the Zillow Machine • 10-12</p> <p>(N) Realtor Property Resource Basics to Advanced (Spanish) • 9:30-12</p> <p>(N) email Marketing (Spanish) • 1:30-4</p>
(H) FREC II Broker Pre-License Course • Jan. 8-24 (Select Dates) • 9-6 • Cost \$495 • www.sfreschool.com				
(C) 60 Hr Broker Post Licensing Course • Jan. 3-5-Jan. 8-12 • 9-6 • Cost \$225 • www.sfreschool.com				
(C) FREC 1 Pre-Licensing Course (Spanish) • Jan. 8-17 • 9-6 • Cost \$395 • www.sfreschool.com				
<p>15 MIAMI Association of REALTORS®</p> <p>Offices Closed for Martin Luther King Jr. Day Have a Safe and Happy Holiday!</p>	<p>16 (H) RPR (Spanish) • 9:30-12</p> <p>(H) 10 Ways to Earn w/ RPR • 1-2</p> <p>(H) RPR Commercial • 2-3</p> <p>(H) Referrals: Customers Work for You 10- 12 • Mbrs. \$15/Non. \$30</p> <p>(C) Form Simplicity 3 Hrs CE • 9:30-12:30</p> <p>(C) 10 Ways to Earn w/ RPR • 9:30-10:30</p> <p>(C) Perfect Pricing w/ RPR • 10:30 11:30</p> <p>(C) RPR (Spanish) • 2-4:30</p> <p>(C) Broker Mgmt Tools • 1-2</p> <p>(C) MLS Advantage 2 Hrs CE • 2:30-4:30</p> <p>(N) Social Media Marketing (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4</p> <p>(C) FREC 1 Pre-Licensing Course (Spanish) • Jan. 8-17 • 9-6 • Cost \$395</p>	<p>17 (H) Farming Strategies To Get Those Listings 3 Hrs CE • 1:30-4:30</p> <p>(C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(C) 3 Hrs Core Law • 9-12 • Cost: \$35</p> <p>(N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) Realist Tax Roll Solution • 1:30-4</p> <p>(N) Leasing & Property Mgmt (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) 14 Hrs CE • Jan. 17-18 • 9-4:30 • Cost: \$65/On-site \$100</p>	<p>18 (H) Don't Let Insurance Claims Kill Your Deal • 8:30-10:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) MLS: Add/Edit English: 9:30-11 • Spanish: 1-2:30 (H) Property Mgmt • 10-5</p> <p>(C) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4</p> <p>Business After Hours • BARU 8525 Mills Dr, Kendall • 6-8 • FREE</p>	<p>19 (H) MLS: Rapattoni Basic: 10-12 • Advanced: 2-4</p> <p>(C) New Member Orientation (Spanish) • 9:30-1</p> <p>(C) Commercial Due Diligence • 1-3</p> <p>(C) MLS: Rapattoni Basic (Spanish) • 2-4:30</p> <p>(N) MLS: Matrix Commercial (Spanish) • 9:30-12</p> <p>(N) Investment Analysis & Research for Commercial Realtors (Spanish) • 1:30-4</p>
(H) FREC II Broker Pre-License Course • Jan. 8-24 (Select Dates) • 9-6 • Cost \$495 • www.sfreschool.com				
<p>22 (H) CRS: Converting Leads To Closing • 7:30-5 Mbrs. \$99/Non. \$129</p> <p>(H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(C) MLS: Rapattoni Advanced (Spanish) • 9:30-12</p> <p>(C) Above & Beyond Your MLS • 1-3</p>	<p>23 (H) email Marketing • 9:30-12</p> <p>(H) Mobile Marketing • 1:30-4</p> <p>(C) MLS: Rapattoni Basic: 10-12 • Advanced: 1-3</p> <p>(D) City Spotlight: Aventura Beacon Tower: 20200 W Dixie Hwy Registration: 8:30 • 9-10:30</p>	<p>24 (H) Social Media Marketing Part 1: 9:30-12 • Part 2: 1:30-4</p> <p>(H) Working with Foreign Investors (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) CMA Workshop Part 1: 9:30-12 • Part 2: 1:30-4</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>25 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(C) MLS: Matrix 301 English: 10-12 • Spanish: 1:30-4</p>	<p>26 (H) MLS: Rapattoni (Spanish) Basic: 9:30-12 • Advanced: 1:30-4</p> <p>(C) Proxio Basic: 10-12 • Advanced: 1-3</p> <p>(N) MLS: Matrix 301 (Spanish) • 9:30-12</p> <p>(N) Show Me the Money (Spanish) • 1:30-4</p>
(C) FREC 1 Pre-Licensing Course • Jan. 22-30 • 9-6 • Cost \$395 • www.sfreschool.com				
(H) FREC II Broker Pre-License Course • Jan. 8-24 (Select Dates) • 9-6 • Cost \$495 • www.sfreschool.com			(H) 14 Hrs CE (Spanish) • Jan. 25-26 • 9-4:30 • Cost: \$65/On-site \$100	
<p>29 (H) MLS: Matrix 301 English: 10-12 • Spanish: 1:30-4</p> <p>(C) Total Brokerage English: 9:30-12 • Spanish: 1:30-4</p> <p>(C) FREC 1 Pre-Licensing Course • Jan. 22-30 • 9-6 • Cost \$395</p>	<p>30 (H) 1031 Presentation • 9:30-12</p> <p>(H) MLS: Rapattoni Basic: 10-12 • Advanced: 2-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(H) 45 Hr Post Licensing Course • 9-6 • Cost \$134 • www.sfreschool.com</p>	<p>31 (H) Total Brokerage English: 9:30-12 • Spanish: 1:30-4</p> <p>(H) Marketing for Broker Owner • 1-3</p> <p>(C) Lunch & Learn: h2eFile - Online Transaction Follow Up & Filing • 11-1</p> <p>(N) CMA Workshop (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4</p> <p>(N) State CRAM Review Jan. 31-Feb. 2 Wed. 1 pm-4:30 pm Thurs. & Fri. 9 am-4:30 pm</p>	<div style="display: flex; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 2em; font-weight: bold; margin-right: 10px;">Product of the MONTH</div> <div> <h2 style="margin: 0;">MLS Offers</h2> <p style="margin: 0;">Simplify & Organize Offer Communications On Your Listings</p> <p style="margin: 0;">Instructions to Set Up Your MLS Offers Account</p> <ol style="list-style-type: none"> 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 <p style="margin: 0;">For additional information, visit: miamirealtors.com/mlsoffers</p> </div> <div style="margin-left: 20px;">  <p style="margin: 0; font-size: 1.2em; font-weight: bold;">mls offers</p> </div> </div>	

January 2018 Events

REGISTER ONLINE at miamirealtors.com/calendar

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

For questions 305.468.7066

MLS: MASTERING MATRIX 101

WED. 1/3 10:00-12:00 (H)
 FRI. 1/5 10:00-12:00 (C)
 MON. 1/8 10:00-12:00 (H)
 MON. 1/8 10:00-12:00 (C)
 TUE. 1/9 2:00-4:00 (H)
 FRI. 1/12 10:00-12:00 (C)
 THU. 1/25 10:00-12:00 (H)
 TUE. 1/30 10:00-12:00 (C)

MLS: MATRIX CUSTOMIZATION 201

WED. 1/3 2:00-4:00 (H)
 FRI. 1/5 1:00-3:00 (C)
 MON. 1/8 2:00-4:00 (H)
 MON. 1/8 1:00-3:00 (C)
 FRI. 1/12 1:00-3:00 (C)
 THU. 1/25 2:00-4:00 (H)
 TUE. 1/30 1:00-3:00 (C)

MLS: MATRIX SUPER USER 301

TUE. 1/9 10:00-12:00 (C)
 FRI. 1/12 10:00-12:00 (H)
 THU. 1/25 10:00-12:00 (C)
 MON. 1/29 10:00-12:00 (H)

MLS: MATRIX COMMERCIAL

THU. 1/11 1:00-3:00 (H)

MLS: RAPATTONI BASIC

WED. 1/3 10:00-12:00 (C)
 FRI. 1/19 10:00-12:00 (H)
 TUE. 1/23 10:00-12:00 (C)
 TUE. 1/30 10:00-12:00 (H)

MLS: RAPATTONI ADVANCED

WED. 1/3 1:00-3:00 (C)
 FRI. 1/19 2:00-4:00 (H)
 TUE. 1/23 1:00-3:00 (C)
 TUE. 1/30 2:00-4:00 (H)

MLS: ADD/EDIT

THU. 1/18 9:30-11:00 (H)

IMAPP TAX ROLL SOLUTIONS

WED. 1/10 10:00-12:00 (H)
 THU. 1/18 10:00-12:00 (C)

REALIST TAX ROLL SOLUTIONS

TUE. 1/9 1:00-3:00 (C)

REALTOR PROPERTY RESOURCE-BASIC

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

REALTOR PROPERTY RESOURCE-MOBILE

THU. 1/4 2:00-3:00 (H)
 TUE. 1/4 10:30-11:30 (C)

RPR COMMERCIAL

TUE. 1/16 2:00-3:00 (H)

10 WAYS RPR - ADVANCED

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

PERFECT PRICING RPR - ADV.

TUE. 1/16 10:30-11:30 (C)

CMA WORKSHOP - PT 1

WED. 1/24 9:30-12:00 (C)
 WED. 1/31 9:30-12:00 (N)

CMA WORKSHOP - PT 2

WED. 1/24 1:30-4:00 (C)
 WED. 1/31 1:30-4:00 (N)

FORM SIMPLICITY - 3 HRS CE

TUE. 1/16 9:30-12:30 (C)

FORM SIMPLICITY - BROKER

TUE. 1/16 1:00-2:00 (C)

MLSADVANTAGE - 2 HRS CE

TUE. 1/16 2:30-4:30 (C)

INVESTMENT ANALYSIS

THU. 1/11 9:30-12:00 (H)
 FRI. 1/19 1:30-4:00 (N)

MARKETING TOOLS - PROSPECTING & FARMING

THU. 1/11 9:30-12:00 (C)

MARKETING TOOLS - PRESENT THE CMA

THU. 1/11 1:30-4:00 (C)

EMAIL MARKETING

TUE. 1/23 9:30-12:00 (H)

MOBILE MARKETING

TUE. 1/23 1:30-4:00 (H)

PROXIO - BASIC

FRI. 1/26 10:00-12:00 (C)

PROXIO - ADV

FRI. 1/26 1:00-3:00 (C)

SOCIAL MEDIA MARKETING - PT. 1

WED. 1/24 9:30-12:00 (H)

SOCIAL MEDIA MARKETING - PT. 2

WED. 1/24 1:30-4:00 (H)

ABOVE & BEYOND YOUR MLS

MON. 1/22 1:00-3:00 (C)

SPANISH TECH TRAINING

MLS: MASTERING MATRIX 101

FRI. 1/5 9:30-12:00 (H)
 MON. 1/8 9:30-12:00 (N)
 WED. 1/17 9:30-12:00 (C)
 MON. 1/22 9:30-12:00 (H)
 WED. 1/24 9:30-12:00 (N)

MLS: MATRIX CUSTOMIZATION 201

FRI. 1/5 1:30-4:00 (H)
 MON. 1/8 1:30-4:00 (N)
 WED. 1/17 1:30-4:00 (C)
 MON. 1/22 1:30-4:00 (H)
 WED. 1/24 1:30-4:00 (N)

MLS: MATRIX SUPER USER 301

WED. 1/17 9:30-12:00 (N)
 THU. 1/25 1:30-4:00 (C)
 FRI. 1/26 9:30-12:00 (N)
 MON. 1/29 1:30-4:00 (H)

MLS: MATRIX COMMERCIAL

FRI. 1/12 2:00-4:00 (H)
 FRI. 1/19 9:30-12:00 (N)

MLS: RAPATTONI BASIC

THU. 1/4 9:30-12:00 (N)
 FRI. 1/19 2:00-4:30 (C)
 FRI. 1/26 9:30-12:00 (H)

MLS: RAPATTONI ADVANCED

THU. 1/4 1:30-4:00 (N)
 MON. 1/22 9:30-12:00 (C)
 FRI. 1/26 1:30-4:00 (H)

MLS: ADD/EDIT

THU. 1/18 1:00-2:30 (N)

ABOVE & BEYOND YOUR MLS

WED. 1/10 1:30-4:00 (C)

IMAPP

WED. 1/10 1:30-4:00 (H)
 THU. 1/18 1:30-4:00 (C)

REALIST

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

SHOW ME THE MONEY

FRI. 1/26 1:30-4:00 (N)

EMAIL MARKETING

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

FORM SIMPLICITY

WED. 1/10 9:30-12:00 (C)

REALTOR PROPERTY RESOURCE-BASIC TO ADVANCED

FRI. 1/12 9:30-12:00 (N)
 TUE. 1/16 9:30-12:00 (H)
 TUE. 1/16 2:00-4:30 (C)

SOCIAL MEDIA MARKETING - PT. 1

TUE. 1/16 9:30-12:00 (N)

SOCIAL MEDIA MARKETING - PT. 2

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

PROXIO - BASIC

THU. 1/11 9:30-12:00 (N)

PROXIO - ADVANCED

THU. 1/11 1:30-4:00 (N)

NEW AGENTS

Surviving the First Six Months • 3 Hrs CE

Wednesday, January 3 • 9:30-12:30

Mbrs. No Cost/Non. \$25

MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

MLS IN SPANISH

MLS: Rapattoni Basic and Advanced

Thursday, January 4 • 10-12 • 2-4 • Mbrs. No Cost

NW Dade • 415 W 51st Place, Suite 200 • Hialeah

TAX ROLL SOLUTION

Realist Tax Roll Solution

Tuesday, January 9 • 1:00-3:00 • Mbrs. No Cost

Coral Gables • 245 Alcazar Avenue • Coral Gables

COMMERCIAL

Realtor Property Resource: Commercial

Tuesday, January 16 • 2:00-3:00

Mbrs. No Cost/Non. \$25

MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

CONTINUING EDUCATION

14 Hr Continuing Education

Wednesday, January 17-18 • 9-4:30 Cost: \$65

Coral Gables • 245 Alcazar Avenue • Coral Gables

NETWORKING

Business After Hours

Thursday, January 18 • 6:00-8:00

Mbrs. & Guests FREE

BARU • 8525 Mills Drive • Kendall

SPECIAL EVENT

City Spotlight: Aventura

Tuesday, January 23 • 9:00-10:30

Beacon Tower • 20200 W Dixie Hwy

LUNCH & LEARN

H2efile: Online Transaction Mgmt

Wednesday, January 31 • 11:00-1:00

Mbrs. No cost

Coral Gables • 245 Alcazar Avenue • Coral Gables

MIAMI REALTORS® Offices COLOR CODE

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 F: 305.468.7070



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 Coral Gables, FL 33134
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 F: 305.442.0338



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



(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
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 F: 954.476.4554



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



(J) JTHS Jupiter
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