

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
	<p>1 (C) Building the Listing Presentation 6 Hrs CE • Sign-in 9 • 9:30-4:30 Mbrs. \$55</p> <p>(C) MLS: Matrix 101 • 1-3:30</p> <p>(N) iMapp Tax Roll Solution (Spanish) • 9:30-12</p> <p>(N) Realtor Property Resource (RPR) Residential (Spanish) • 1:30-4</p> <p>Webinar: Cloud CMA • 10-11:30 Webinar: GoGlobal MIAMI • 1:30-2 no pre-registration required - access at: join.me/miamirealtors</p>	<p>2 (H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(H) State CRAM Review Wednesday • 1-4:30 Thursday & Friday • 9-4:30</p> <p>(C) Working with Investors Finding Deals (Spanish) • 9:30-12 Property Analysis (Spanish) • 1:30-4</p> <p>Webinar: MLS Rapattoni 101 • 2-3:30 no pre-registration required access at: join.me/miamirealtors</p>	<p>3 (H) Commercial Marketplace Sign-in: 8:30 • 9-11:30</p> <p>(H) Realist Tax Roll Solution • 10-12</p> <p>(H) Commercial MLS & iMapp • 1-3:30</p> <p>(N) MLS: Matrix (Spanish) 101 • 9:30-12 201 • 1:30-3:30</p> <p>Webinar: MLS Rapattoni 201 • 1:30-3 no pre-registration required access at: join.me/miamirealtors</p>	<p>4</p>
<p>7 (H) Agent 3000 English • 9:30-12 Spanish • 1:30-4</p> <p>(N) Show Me the Money! (Spanish) • 9:30-12</p> <p>(N) Form Simplicity & Ultimate Edition (Spanish) • 1:30-4</p>	<p>8 (H) CCIM: Site to Do Business Workshop • 8:30-5</p> <p>(C) Foreign Investment for Immigration Purposes: Top 5 Visas • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Proxio Connect • 10-12</p> <p>(C) Proxio Premier Agent • 1:30-3:30</p> <p>(C) Farming Strategies to Get Those List- ings • 3 Hrs CE • 1-4</p>	<p>9 (H) Breaking into the Luxury Market • 9-4 • \$79</p> <p>(H) AS IS Contract: The Ins and Outs 3 Hrs CE • Sign-in: 9 • 9:30-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) CMA Workshop Spanish: 9:30-12 English: 1:30-4</p>	<p>10 (H) SOAR Part 2 • 9-4</p> <p>(H) Proxio (Spanish) Connect: 9:30-12 Premier Agent: 1:30-4</p> <p>(C) MLS and You • 3 Hrs CE 9:30-12 • Mbrs. \$20/Non. \$40</p> <p>(C) MLS: Matrix Tips & Tricks • 10-12</p> <p>(C) MLS: Add/Edit Listing • 1:30-3:30</p> <p>5th Annual YPN Legends & Millennials Panel 9-11 • Registration: 8:30 am Program: 9-11 • \$10 NSU Art Museum: 1 E Las Olas Blvd, Ft. Lauderdale, FL 33301</p>	<p>11 (H) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(C) Agent 3000 English • 9:30-12 • Spanish • 1:30-4</p> <p>(N) Working with Buyers and Sellers (Spanish) Part 1 • 9:30-12 (Spanish) Part 2 • 1:30-4</p>

(C) FREC II Pre-License Broker Course (Spanish) • Select Dates - Oct. 7 -23 • 9-6 • \$495 • www.sfschool.com

14 MIAMI Association of REALTORS®
Offices Closed
for Columbus Day
Have a Safe and Happy Holiday!

<p>15 (H) Newly Licensed? Now What? 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) Form Simplicity & Ultimate Edition • 10-12</p> <p>(H) New Member Orientation • 1:30-5</p> <p>(C) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p>	<p>16 (H) Protecting Your Business & Customer in the Digital Age 9-11:30 • Mbrs. \$15/Non. \$30 On-site \$25/50</p> <p>(H) MLS: Matrix 301 • 10-12</p> <p>(H) iMapp Tax Roll Solution • 1:30-3:30</p> <p>(C) Social Media Series (4 Part Series) Marketing Part 1 • 9:30-12 Marketing Part 2 • 1:30-4</p> <p>(N) New Member Orientation (Spanish) • 9:30-1</p>	<p>17 (H) Working with Investors Finding Deals • 9:30-12 Property Analysis • 1:30-4</p> <p>(H) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 9:30-12:30</p> <p>(C) Servicing Listing and Working with Buyers • 6 Hrs CE • 9:30-4:30 • \$55</p>	<p>18 (H) SOAR Part 3 • 9-4</p> <p>(H) Working with Buyers and Sellers Part 1 • 9:30-12 - Part 2 • 1:30-4</p> <p>(C) MLS: Matrix 101 • 9:30-12 - 201 • 1:30-3:30</p> <p>(N) Social Media Series (4 Part Series) (Spanish) Marketing Part 1 • 9:30-12 (Spanish) Marketing Part 2 • 1:30-4</p> <p>2019 Commercial Conference & Expo 9-2 • Registration: 8:30 am • \$79 The Biltmore Hotel, Coral Gables</p>
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

(C) FREC II Pre-License Broker Course (Spanish) • Select Dates - Oct. 7 -23 • 9-6 • \$495 • www.sfschool.com

<p>21 (H) Commercial MLS & iMapp (Spanish) • 9:30-12</p> <p>(H) Realtor Property Resource (RPR) Commercial (Spanish) • 1:30-4</p> <p>(C) iMapp Tax Roll Solution English • 10-12 Spanish • 1:30-4</p> <p>(N) Working with Investors (Spanish) Finding Deals • 9:30-12 (Spanish) Property Analysis • 1:30-4</p> <p>(H) ABR - Accredited Buyer Representation • 8 Hrs CE • Oct. 21-22 8:30-5:30 • pay \$40 for NAR early dues payment incentive • Mbrs. \$199/Non. \$249</p>	<p>22 (H) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(C) Exclusive Right of Sale Listing Agreement • 1-4 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>23 (H) Is Technology Leaving You Behind? A Crash Course • 10-12</p> <p>(C) MLS: Matrix 301 • 10-12</p> <p>(C) Realtor Property Resource (RPR) Residential • 1:30-3:30</p> <p>(N) Social Media Series (4 Part Series) (Spanish) Part 3 • 9:30-12 (Spanish) Part 4 • 1:30-4</p>	<p>24 (H) PSA - Pricing Strategy Advisor Certification • 7 Hrs CE • 9-5 Mbrs. \$79/Non. \$99</p> <p>(H) Realtor Property Resource (RPR): Residential • 9:30-12</p> <p>(H) MLS: Matrix Tips & Tricks • 1:30-3:30</p> <p>(C) MLS: Matrix (Spanish) 101 • 9:30-12 201 • 1:30-4</p> <p>Business After Hours The Globe 6-8 377 Alhambra Circle Coral Gables, FL 33134</p>	<p>25 (H) SOAR Part 4 • 9-4</p> <p>(C) dotloop: Managing Tasks, Paperless Transactions & eSignatures Spanish • 9:30-12 English • 1-3</p> <p>(N) MLS: Matrix (Spanish) 101 • 9:30-12 201 • 1:30-4</p>
----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

(C) FREC II Pre-License Broker Course (Spanish) • Select Dates - Oct. 7 -23 • 9-6 • \$495 • www.sfschool.com

<p>28 (H) Adjusting to the Zillow World • 10-12</p> <p>(C) Form Simplicity & Ultimate Edition English • 9:30 -11:30 Spanish • 1-3:30</p> <p>(N) Agent 3000 English • 9:30-12 Spanish • 1:30-4</p>	<p>29 (H) MLS: Matrix 301 • 10-12</p> <p>(H) iMapp (Spanish) • 1:30-3:30</p> <p>(C) Newly Licensed? Now What 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Social Media Series (4 Part Series) Part 3 • 9:30-12 Part 4 • 1:30-4</p>	<p>30 (C) Broker Specialties Series Daily Broker Operations 6 Hrs CE • 9:30-4:30 Mbrs. \$30/Non. \$50/On-site \$75</p> <p>(C) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(H) Income Property Analysis Oct. 30-31 • 9-6 • Mbrs. \$175/Non. \$195</p> <p>(N) 14 Hours Continuing Education (Spanish) • Oct. 30-31 • 9:30-4:30 • \$85 3 Hours Core Law Only • Oct. 30 • 9:30-12:30 • \$35 3 Hours Business Ethics Only • Oct. 30 • 1:30-4:30 • \$35</p>	<p>31 (H) MLS: Matrix 101: 9:30-12 201: 1:30-3:30</p> <p>(C) MLS: Matrix 301 (Spanish) • 9:30-12</p> <p>(C) MLS: Matrix 301 • 1:30-3:30</p>
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------

OCTOBER 2019 MIAMI EVENTS

REGISTER ONLINE at miamirealtors.com

EMAIL: registration@miamire.com • For questions call 305.468.7066

For additional info see the reverse side • Version 1.0 • 12/14/18



MLS

*SP - SPANISH Matrix™ Rapattoni MLS

MLS: MASTERING MATRIX 101

TUE.	10/1	1:00-3:30	(C)
WED.	10/2*SP	9:30-12:00	(H)
THU.	10/3*SP	9:30-12:00	(N)
FRI.	10/11	9:30-12:00	(H)
TUE.	10/15	9:30-12:00	(C)
FRI.	10/18	9:30-12:00	(C)
TUE.	10/22	9:30-12:00	(H)
THU.	10/24	9:30-12:00	(C)
FRI.	10/25*SP	9:30-12:00	(N)
WED.	10/30	9:30-12:00	(C)
THU.	10/31	9:30-12:00	(H)

MLS: MATRIX CUSTOMIZATION 201

WED.	10/2*SP	1:30-4:00	(H)
THU.	10/3*SP	1:30-3:30	(N)
FRI.	10/11	1:30-3:30	(H)
TUE.	10/15	1:30-3:30	(C)
FRI.	10/25*SP	1:30-4:00	(N)
FRI.	10/18	1:30-3:30	(C)
TUE.	10/22	1:30-3:30	(H)
THU.	10/24	1:30-4:00	(C)
WED.	10/30	1:30-3:30	(C)
THU.	10/31	1:30-3:30	(H)

MLS: MATRIX SUPER USER 301

WED.	10/16	10:00-12:00	(H)
WED.	10/23	10:00-12:00	(C)
TUE.	10/29	10:00-12:00	(H)
THU.	10/31*SP	9:30-12:00	(C)
THU.	10/31	1:30-3:30	(C)

COMMERCIAL MLS & IMAPP

MON.	10/21	9:30-12:00	(H)
------	-------	------------	-----

MLS: MATRIX TIPS & TRICKS

THU.	10/10	10:00-12:00	(C)
THU.	10/24	1:30-3:30	(H)

MLS: ADD/EDIT LISTING MAINTENANCE

THU.	10/10	1:30-3:30	(C)
------	-------	-----------	-----

FORMS

FORM SIMPLICITY & ULTIMATE EDITION

TUE.	10/15	10:00-12:00	(H)
MON.	10/28	9:30-11:30	(C)
MON.	10/28	1:00-3:30	(C)

SOCIAL MEDIA

MARKETING PART 1

WED.	10/16	9:30-12:00	(C)
FRI.	10/18*SP	9:30-12:00	(N)

MARKETING PART 2

WED.	10/16	1:30-4:00	(C)
FRI.	10/18*SP	1:30-4:00	(N)

SOCIAL MEDIA MANAGEMENT PT. 3

TUE.	10/29	9:30-12:00	(C)
WED.	10/23*SP	9:30-12:00	(N)

PROSPECTING & ADVERTISING PT. 4

TUE.	10/29	1:30-4:00	(C)
WED.	10/23*SP	1:30-4:00	(N)

WEBINARS

JOIN.ME/MIAMIREALTORS

10-1	10-11:30	CLOUD CMA
10-1	1:30-2	GOGLOBAL MIAMI
10-2	2-3:30	MLS RAPATTONI MLS 101
10-3	1:30-3	MLS RAPATTONI MLS 201

CMA

*SP - SPANISH iMapp® Realist®

IMAPP

TUE.	10/1*SP	9:30-12:00	(C)
WED.	10/16	1:30-3:30	(H)
MON.	10/21	10:00-12:00	(C)
MON.	10/21*SP	1:30-4:00	(C)
TUE.	10/29*SP	1:30-3:30	(H)

RPR: RESIDENTIAL

TUE.	10/1*SP	1:30-4:00	(C)
WED.	10/23	1:30-3:30	(C)
THU.	10/24*SP	9:30-12:00	(H)

RPR: COMMERCIAL

WED.	10/21*SP	1:30-4:00	(H)
------	----------	-----------	-----

REALIST

THU.	10/3	10:00-12:00	(H)
------	------	-------------	-----

CMA WORKSHOP

WED.	10/9*SP	9:30-12:00	(H)
WED.	10/9	1:30-4:00	(H)

SHOW ME THE MONEY

MON.	10/7*SP	9:30-12:00	(N)
------	---------	------------	-----

GETTING LEADS

SURVIVING THE FIRST 6 MONTHS AS A REALTOR - 3 HRS CE

THU.	10/17	9:30-12:30	(H)
------	-------	------------	-----

FARMING STRATEGIES TO GET THOSE LISTINGS - 3 HRS CE

TUE.	10/8	1:00-4:00	(C)
------	------	-----------	-----

ADJUSTING TO THE ZILLOW WORLD

MON.	10/28	10:00-12:00	(H)
------	-------	-------------	-----

IS TECHNOLOGY LEAVING YOU BEHIND?

WED.	10/23	10:00-12:00	(H)
------	-------	-------------	-----

TECHNOLOGY

WORKING WITH BUYERS & SELLERS - 1

FRI.	10/18	9:30-12:00	(H)
------	-------	------------	-----

WORKING WITH BUYERS & SELLERS - 2

FRI.	10/18	1:30-4:00	(H)
------	-------	-----------	-----

PROXIO CONNECT

TUE.	10/8	10:00-12:00	(C)
THU.	10/10*SP	9:30-12:00	(H)

PROXIO PREMIER AGENT & SHOWCASE MARKETING

TUE.	10/8	1:30-3:30	(C)
THU.	10/10*SP	1:30-4:00	(H)

WORKING WITH INVESTORS-FINDING DEALS

WED.	10/2*SP	9:30-12:00	(C)
MON.	10/21*SP	9:30-12:00	(N)
THU.	10/17	9:30-12:00	(H)

WORKING WITH INVESTORS-PROPERTY ANALYSIS

WED.	10/2*SP	1:30-4:00	(C)
MON.	10/21*SP	1:30-4:00	(N)
THU.	10/17	1:30-4:00	(H)

AGENT 3000

MON.	10/7	9:30-12:00	(H)
MON.	10/7*SP	1:30-4:00	(H)
FRI.	10/11	9:30-12:00	(C)
FRI.	10/11*SP	1:30-4:00	(C)
MON.	10/28	9:30-12:00	(N)
MON.	10/28*SP	1:30-4:00	(N)

DOTLOOP

FRI.	10/25*SP	9:30-12:00	(C)
FRI.	10/25	1:00-3:00	(C)



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SUNDAY
		1 Webinar: Go Global MIAMI	2 Connecting Members & Markets	3 Reason #1 Why You Should Attend MIAMI Global Real Estate Congress	4 Global Real Estate Marketplace	5 Using Technology To Boost Your International Business
6 Worldwide Real Estate Transactions	7 Reason #2 Why You Should Attend MIAMI Global Real Estate Congress	8 Make Your Listings Go Global Using Proxio	9 Know Your South Florida International Consulates	10 Translate Your Listings in 19 Languages Using Proxio	11 Show Off Your International Referral Network	12 Salon National de l'Immobilier Paris, France Oct. 12-14
13 Dubai Real Estate Market Competitiveness	14 Top 20 Reasons to Visit and Buy in MIAMI	15 Miami: A Top Ranking City	16 AMPI XLVIII Congreso Nacional San Luis Potosi, Mexico Oct. 16-18	17 AREAA National Convention Oct. 17-19	18 Reason #3 Why You Should Attend MIAMI Global Real Estate Congress	19 Top 20 Reasons to Visit and Buy in Broward
20 Reason #4 Why You Should Attend MIAMI Global Real Estate Congress	21 Experience Miami – Our Neighbourhoods Offer Something for Everyone	22 Access Proxio Premier Agent with MIAMI Platinum Plus membership	23 Top 20 Reasons to Visit and Buy in Palm Beach	24 Know Your International Industry Research Reports	25 Share Blogs, Videos, Articles and Properties Internationally	26 Register a free profile in the #1 Chinese International Property Portal – Juwaii
27 Global Real Estate Opportunities Everywhere	28 South Florida... Global Business and Investment Destination	29 Reason #5 Why You Should Attend MIAMI Global Real Estate Congress	30 Build Your International Network Using Proxio	31 Boost Your Connections & Increase Sales		

www.miamirealtors.com/GoGlobal

MIAMI REALTORS® Offices COLOR CODE

(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



(W) West Broward
13680 NW 14 Street
Suite 116
Sunrise, FL 33323
T: 954.335.5200
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

