

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1	2 (H) Building the Listing Presentation 6 Hrs CE • Sign-in: 9:00 • 9:30-4:30 Mbrs. \$55/Non. \$55 (H) MLS: Matrix 101: 10-12 • 201: 1-3	3 (H) Commercial Real Estate Series (Part 3) • 9:30-12:30 Mbrs. \$20/Non. \$40/On-site \$60 each (H) MLS: Matrix 301 • 1:30-3:30 (C) email Marketing • 9:30-12 (C) Mobile Marketing • 1-3 (N) Form Simplicity & Ultimate Edition (Spanish) • 9:30-12 (N) MLS: Rapattoni 101 (Spanish) • 1:30-4	4 (H) Commercial Marketplace Breakfast & Networking: 8:30 • 9-11 (H) Working with Buyers & Sellers Marketing Tools Part 1: 9:30-12 Marketing Tools Part 2: 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3	5 (H) MLS: Matrix 101: 10-12 • 201: 1-3 (C) Proxio (Spanish) Connect: 9:30-12 • Premier Agent: 1:30-4 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4
(C) FREC II Broker Pre-License Course • Sept. 17-Oct. 3 • 9-6 • Cost: \$495 • www.sfreschool.com				
8 MIAMI Association of REALTORS® Offices Closed for Columbus Day Have a Safe and Happy Holiday!	9 (H) 1031 Tax Deferred Exchange for REALTORS • 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) Surviving the First 6 Months as a REALTOR • 3 Hrs CE • 1-4 (H) Proxio Connect: 10-12 • Premier Agent: 1-3 (C) MLS: Matrix 101: 10-12 • 201: 1-3	10 (H) Real Estate Negotiations Getting to Say YES • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) Working with Buyers & Sellers (Spanish) Marketing Part 1: 9:30-12 (Spanish) Marketing Part 2: 1:30-4	11 (H) Don't Get Left at the Alter Sign-in: 9:30 • 10-11:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Farming Strategies To Get Those Listings • 3 Hrs CE 9:30-12:30 • Mbrs. No Cost/Non. \$25 (N) Social Media Series (4 Part Series) (Spanish) Marketing Part 1: 9:30-12 (Spanish) Marketing Part 2: 1:30-4	12 (H) Social Media Series Marketing Part 1: 9:30-12 Marketing Part 2: 1-3:30 (H) 3% Formula Workshop • 10-11 Mbrs. No Cost/Non. \$25 (C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (N) email Marketing (Spanish) • 9:30-12 (N) Mobile Marketing (Spanish) • 1:30-4
(C) FREC II Broker Pre-License Course (Spanish) • Oct. 9-Oct. 24 • 9-6 • (Mon-Wed-Fri) • Cost: \$495 • www.sfreschool.com				
(N) FREC II Broker Pre-License Course • Oct. 9-Oct. 24 • 9-6 • (Mon-Wed-Fri) • Cost: \$495 • www.sfreschool.com				
15 (H) Form Simplicity • 10-12 (H) Realtor Property Resource Basic to Advanced (Spanish) • 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) CMA Workshop (Spanish) • 9:30-12 (N) Prospecting & Farming Using Remine & ReboGateway (Spanish) • 1:30-4	16 (H) Commercial MLS, RPR & iMap • 10-12 (H) Realtor Property Resource Basics: 1-2 • Mobile: 2-3 (C) Realtor Property Resource (RPR) Basics: 9:30-10:30 • Mobile: 10:30-11:30 (C) Foreign Investment for Immigration Purposes: Top 5 Visas • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Adjusting to the Zillow World • 1-3 (C) Commercial MLS, RPR & iMap • 2-4 (N) MLS: Rapattoni 201(Spanish) • 9:30-12 (N) RPR: Basic To Advanced (Spanish) • 1:30-4	17 (H) New Member Orientation Sign-in: 9:00 • 9:30-1 (H) MLS: Matrix 101 • 1:30-3:30 (C) MLS: Matrix 301 (Spanish) • 9:30-12 (C) Realist Tax Roll Solution • 1-3	18 (H) MLS: Matrix 101: 10-12 201: 1-3 (N) Broker Price Opinion (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) PSA: Pricing Strategy Advisor Certification • 7 Hrs CE • 9-5 Mbrs. \$79/Non. \$99 (C) Property Management • 8 Hrs CE 10-5:30 • Cost: \$149	19 (H) Social Media Series Part 3 • 9:30-12 Part 4 • 1:30-4 (H) TotalBrokerage • 11-1 (C) Prospecting & Farming Using ReboGateway & Remine English: 9:30-12 • Spanish: 1:30-4 (N) Show Me the Money (Spanish) • 9:30-12 (N) MLS: Matrix 101 (Spanish) • 1:30-4
(C) FREC II Broker Pre-License Course (Spanish) • Oct. 9-Oct. 24 • 9-6 • (Mon-Wed-Fri) • Cost: \$495 • www.sfreschool.com				
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22 (H) Cloud CMA English: 9:30-11 Spanish: 1-2:30 (C) Working with Buyers & Sellers (Spanish) Part 1: 9:30-12 (Spanish) Part 2: 1:30-4	23 (H) New Member Orientation (Spanish) • Sign-in: 9:00 • 9:30-1 (H) MLS: Matrix 301 • 10-12 (H) Prospecting & Farming Using Remine & ReboGateway • 1-3 (C) iMap Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (C) Lunch & Learn: Online Transaction Follow Up & Filing • 11-1	24 (H) MLS: Rapattoni 101 • 10-12 201 • 1-3 (C) Social Media Series Marketing Part 1: 9:30-12 Marketing Part 2: 1:30-4 (N) MLS: Matrix (Spanish) 101: 9:30-12 201: 1:30-4	25 (H) Working with Investors Finding Deals • 9:30-12 Property Analysis • 1:30-4 (H) Adjusting to the Zillow World • 10-12 (C) Show Me the Money English: 10-12 Spanish: 1:30-4 (N) Social Media Series (Spanish) Part 3: 9:30-12 (Spanish) Part 4: 1:30-4	26 (H) CMA Workshop English: 9:30-12 Spanish: 1:30-4 (C) MLS: Add/Edit Listing Maintenance • 9:30-10:30 (C) dotloop • 1-3
(C) FREC II Broker Pre-License Course (Spanish) • Oct. 9-Oct. 24 • 9-6 • (Mon-Wed-Fri) • Cost: \$495				
(N) FREC II Broker Pre-License Course • Oct. 9-Oct. 24 • 9-6 • (Mon-Wed-Fri) • Cost: \$495				
29 (H) Working with Investors (Spanish) Finding Deals: 9:30-12 (Spanish) Property Analysis: 1:30-4 (C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4	30 (H) Contracts (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Social Media Series Part 3: 9:30-12 • Part 4: 1:30-4 (N) iMap (Spanish) • 9:30-12 (N) MLS: Add/Edit Listing Maintenance (Spanish) • 1:30-3 (N) 14 Hrs CE/Core Law/3 Hrs Business Ethics • 9:30-4:30 • \$65 3 Hrs Core Law Only • 10-29 • 9:30-12:30 • 3 Hrs Ethics • 10-29 • 1:30-4:30 • \$40	31 (H) iMap • 9:30-11:30 (H) Finding Buyers • 10-12 (H) MLS: Rapattoni 301 • 2-4 (N) MLS: Rapattoni 301 (Spanish) • 9:30-12 (N) MLS: Matrix 301 (Spanish) • 2-4	<p>(C) 14 Hrs CE/3 Hours Core Law/3 Hours Business Ethics • 9:30-4:30 • \$65 3 Hrs Core Law Only • 10/25 • 9:30-12:30 • 3 Hrs Ethics • 10-25 • 1:30-4:30 • \$40</p>	

MIAMI International Real Estate Congress

Oct. 28-30 • Biltmore Hotel: 1200 Anastasia Avenue, Coral Gables, FL 33134
www.miamirealtors.com/congress

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For additional info see the reverse side • Version 7.2 • 7/5/18

MIAMI PLATINUM PLUS

MPP



***SP - SPANISH**
PROXIO CONNECT: BASIC
 FRI. 10/5*SP 9:30-12:00 (C)
 TUE. 10/9 10:00-12:00 (H)

PROXIO PLATINUM PLUS: PREMIER AGENT (MUST TAKE CONNECT BASIC FIRST) PLATINUM PLUS
 FRI. 10/5*SP 1:30-4:00 (C)
 TUE. 10/9 1:00-3:00 (H)

FORM SIMPLICITY & ULTIMATE EDITION PLATINUM PLUS
 WED. 10/3*SP 9:30-12:00 (N)
 MON. 10/15 10:00-12:00 (H)

CLOUD CMA PLATINUM PLUS
 MON. 10/22 9:30-11:00 (H)
 MON. 10/22*SP 1:00-2:30 (H)

PROSPECTING & FARMING USING REBOGATEWAY & REMINE
 MON. 10/15*SP 1:30-4:00 (N)
 FRI. 10/19 9:30-12:00 (C)
 FRI. 10/19*SP 1:30-4:00 (C)
 TUE. 10/23 1:00-3:00 (H)

EMAIL MARKETING
 WED. 10/3 9:30-12:00 (C)
 FRI. 10/12*SP 9:30-12:00 (N)

MOBILE MARKETING
 WED. 10/3 1:00-3:00 (C)
 FRI. 10/12*SP 1:30-4:00 (N)

DOTLOOP
 FRI. 10/26 1:00-3:00 (C)

WORKING WITH INVESTORS-FINDING DEALS
 THU. 10/25 9:30-12:00 (H)
 MON. 10/29*SP 9:30-12:00 (H)

WORKING WITH INVESTORS-PROPERTY ANALYSIS
 THU. 10/25 1:30-4:00 (H)
 MON. 10/29*SP 1:30-4:00 (H)

WORKING WITH BUYERS & SELLERS - PART 1
 THU. 10/4 9:30-12:00 (H)
 WED. 10/10*SP 9:30-12:00 (N)
 MON. 10/22*SP 9:30-12:00 (C)

WORKING WITH BUYERS & SELLERS - PART 2
 THU. 10/4 1:30-4:00 (H)
 WED. 10/10*SP 1:30-4:00 (N)
 MON. 10/22*SP 1:30-4:00 (C)

TOTALBROKERAGE
 FRI. 10/19 11:00-1:00 (H)

MLS Matrix™ Rapattoni MLS

***SP - SPANISH**
MLS: MATRIX 101
 TUE. 10/2 10:00-12:00 (H)
 THU. 10/4 10:00-12:00 (C)
 FRI. 10/5 10:00-12:00 (H)
 FRI. 10/5*SP 9:30-12:00 (N)
 TUE. 10/9 10:00-12:00 (C)
 FRI. 10/12*SP 9:30-12:00 (C)
 MON. 10/15 10:00-12:00 (C)
 WED. 10/17 1:30-3:30 (H)
 THU. 10/18 10:00-12:00 (H)
 FRI. 10/19*SP 1:30-4:00 (N)
 WED. 10/24*SP 9:30-12:00 (N)
 MON. 10/29*SP 9:30-12:00 (C)

MLS: MATRIX 201
 TUE. 10/2 1:00-3:00 (H)
 THU. 10/4 1:00-3:00 (C)
 FRI. 10/5 1:00-3:00 (H)
 FRI. 10/5*SP 1:30-4:00 (N)
 TUE. 10/9 1:00-3:00 (C)
 FRI. 10/12*SP 1:30-4:00 (C)
 MON. 10/15 1:00-3:00 (C)
 THU. 10/18 1:00-3:00 (H)
 WED. 10/24*SP 1:30-4:00 (N)
 MON. 10/29*SP 1:30-4:00 (C)

MLS: MATRIX 301
 WED. 10/3 1:30-3:30 (H)
 WED. 10/17*SP 9:30-12:00 (C)
 TUE. 10/23 10:00-12:00 (H)
 WED. 10/31*SP 2:00-4:00 (N)

MLS: ADD/EDIT LISTING
 FRI. 10/26 9:30-10:30 (C)
 TUE. 10/30*SP 1:30-3:00 (N)

MLS: RAPATTONI 101
 WED. 10/3*SP 1:30-4:00 (N)
 WED. 10/24 10:00-12:00 (H)

MLS: RAPATTONI 201
 TUE. 10/16*SP 9:30-12:00 (N)
 WED. 10/24 1:00-3:00 (H)

MLS: RAPATTONI 301
 WED. 10/31 2:00-4:00 (H)
 WED. 10/31*SP 9:30-12:00 (N)

COMMERCIAL MLS, RPR & IMAPP
 TUE. 10/16 10:00-12:00 (H)

GETTING LEADS

***SP - SPANISH**
SURVIVING 1ST 6 MO. - 3HRS CE
 TUE. 10/9 1:00-4:00 (H)

FARMING STRATEGIES - 3 HRS CE
 THU. 10/11 9:30-12:30 (C)

FINDING BUYERS
 WED. 10/31 10:00-12:00 (H)

ADJUSTING TO THE ZILLOW WORLD
 TUE. 10/16 1:00-3:00 (C)
 THU. 10/25 10:00-12:00 (H)

CMA

***SP - SPANISH**

IMAPP TAX ROLL SOLUTIONS
 TUE. 10/23 10:00-12:00 (C)
 TUE. 10/23*SP 1:30-4:00 (C)
 TUE. 10/30*SP 9:30-12:00 (N)
 WED. 10/31 9:30-11:30 (H)

REALIST TAX ROLL SOLUTIONS
 WED. 10/17 1:00-3:00 (C)

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

REALTOR PROPERTY RESOURCE-MOBILE
 TUE. 10/16 2:00-3:00 (H)
 TUE. 10/16 10:30-11:30 (C)

RPR: BASIC TO ADVANCED - *SP
 MON. 10/15*SP 1:30-4:00 (H)
 TUE. 10/16*SP 1:30-4:00 (N)

SHOW ME THE MONEY
 FRI. 10/19*SP 9:30-12:00 (N)
 THU. 10/25 10:00-12:00 (C)
 THU. 10/25*SP 1:30-4:00 (C)

CMA WORKSHOP
 MON. 10/15*SP 9:30-12:00 (N)
 FRI. 10/26 9:30-12:00 (H)
 FRI. 10/26*SP 1:30-4:00 (H)

CLOUD CMA PLATINUM PLUS
 MON. 10/22 9:30-11:00 (H)
 MON. 10/22*SP 1:00-2:30 (H)

SOCIAL MEDIA

***SP - SPANISH**
SOCIAL MEDIA - MARKETING PT.1
 THU. 10/11*SP 9:30-12:00 (N)
 FRI. 10/12 9:30-12:00 (H)
 WED. 10/24 9:30-12:00 (C)

SOCIAL MEDIA - MARKETING PT.2
 THU. 10/11*SP 1:30-4:00 (N)
 FRI. 10/12 1:00-3:30 (H)
 WED. 10/24 1:30-4:00 (C)

SOCIAL MEDIA - SOCIAL MEDIA MANAGEMENT- PT.3
 FRI. 10/19 9:30-12:00 (H)
 THU. 10/25*SP 9:30-12:00 (N)
 TUE. 10/30 9:30-12:00 (C)

SOCIAL MEDIA - PROSPECTING & ADVERTISING
 FRI. 10/19 1:30-4:00 (H)
 THU. 10/25*SP 1:30-4:00 (N)
 TUE. 10/30 1:30-4:00 (C)

FEATURED EVENTS

Building the Listing Presentation • 6 Hrs CE
 Tue., Oct. 2 • 9:30-4:30 • Mbrs. \$55/Non. \$55
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami Springs

State CRAM Review
 Fri., Oct. 5 • 6:30-10:00 • Sat. & Sun. 9:00-5:00 • included w/FREC
 Coral Gables • 245 Alcazar Avenue • Coral Gables

Working with Buyers and Sellers: Pt. 1 & Pt. 2
 Wed., Oct. 10 • Part 1: 9:30-12:00 • Part 2: 1:30-4:00 (Spanish)
 NW Dade • 415 W. 51st Place, Suite 200 • Hialeah

Don't Get Left at the Alter
 Thu., Oct. 11 • 10:00-11:30 • Mbrs. \$15/Non. \$30/On-site \$25/50
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami Springs

Foreign Investment for Immigration Purposes: Top 5 Visas
 Tue., Oct. 16 • 10:00-12:00 • Mbrs. \$15/Non. \$30/On-site \$25/50
 Coral Gables • 245 Alcazar Avenue • Coral Gables

Show Me the Money! Finding Listings (Spanish)
 Fri., Oct. 19 • 9:30-12:00 • Mbrs. No Cost/Non. \$25
 NW Dade • 415 W. 51st Place, Suite 200 • Hialeah

Lunch & Learn: Transaction Follow Up & Filing
 Tue., Oct. 23 • 11:00-1:00 • Mbrs. No Cost/Non. \$25
 Coral Gables • 245 Alcazar Avenue • Coral Gables

Adjusting to the Zillow World
 Thu., Oct. 25 • 10:00-12:00 • Mbrs. No Cost/Non. \$25
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami Springs

Working with Investors: Pt. 1 & Pt. 2
 Thu., Oct. 25 • Pt. 1: 9:30-12:00 • Pt. 2: 1:30-4
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami Springs

dotloop: Paperless Transactions
 Fri., Oct. 26 • 1:00-3:00 • Mbrs. No Cost/Non. \$25
 Coral Gables • 245 Alcazar Avenue • Coral Gables

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