

| MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY |
|---|--|---|--|---|
| <p>2 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) email Marketing • 9:30-12 (C) Mobile Marketing • 1-3 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> | <p>3 (H) MLS: Matrix 301 • 10-12 (H) Business Brokerage • 9-11:30 Mbrs. \$35/Non. \$50 (H) H2eFile: Online Transaction Follow Up and Filing • 1-2:30 • No Cost (H) Realtor Property Resource (RPR) Basics: 1-2 • Mobile: 2-3 (C) Realtor Property Resource (RPR) Basics: 9:30 • Mobile: 10:30-11:30 (C) MLS: Matrix 301 • 1-3 (C) H2eFile: Online Transaction Follow Up and Filing • 10-11:30 (C) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 1-4 (N) Social Media Marketing (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4</p> | <p>4 (H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (C) Understanding & Writing the CRSP-14 Contract • 1-4 Mbrs. \$15/Non. \$30/On-site \$25/50</p> | <p>5 (H) Social Media Marketing Part 1: 9:30-12 • Part 2: 1:30-4 (H) Commercial Marketplace • 9-11 Breakfast & Networking: 8:30 am (H) Farming Strategies To Get Those Listings 3 Hrs CE • 1-4 (C) How To Increase Your Income to Six Figures in Six Months (Spanish) • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) Realist (Spanish) • 1:30-4</p> | <p>6 (H) ProxioPro Basic: 10-12 • Advanced: 2-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (C) Lunch & Learn: Increase Potential Buyers with a Renovation Loan 11:30-1 • Mbrs. Free/Non. \$25 (C) CAM Review • 1-5</p> |
| <p>9 MIAMI Association of REALTORS® Offices Closed for Columbus Day Have a Safe and Happy Holiday! Our JTHS Office will remain open</p> | <p>10 (H) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (C) MLS: Matrix 301 • 10-12 (C) Realist Tax Roll Solution • 1-3 (N) email Marketing (Spanish) • 9:30-12 (N) Mobile Marketing (Spanish) • 1:30-4</p> | <p>11 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (H) If You Can't List You Can't Last • 3Hrs CE 9:30-12:30 • Mbrs. \$15/Non. \$30/On-site \$25/50 (H) Learn eMail Marketing Tools & Strategies 1:30-3:30 • Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Working With Investors Finding Deals: 10-12 • Making It Work: 1-3 (N) REO's & BPO's (Spanish) • 10-3:30 Mbrs. \$45/Non. \$75/On-site \$55/90</p> | <p>12 (H) MLS: Matrix 301 • 10-12 (H) Working with Foreign Investors (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Lunch & Learn: Expand Your Sales Market w/ New Construction • 11:30-1 (C) Trends in the Marketplace • 2-4 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (H) Accredited Buyer Representation • 11 Hrs CE • 8-5:30 • Mbrs. \$99/Non. \$139</p> | <p>13 (H) Realtor Property Resource RPR Basics (Spanish): 9:30-11 RPR Mobile (Spanish): 11-12 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) ProxioPro (Spanish) Basic: 9:30-12 • Advanced: 1:30-4 RCA COMMERCIAL CONFERENCE Closing Deals in New Commercial • 9-2 Biltmore Hotel • 1200 Anastasia Ave Mbrs. \$79/Non. \$99/Tables: \$600 After 10-6: Mbrs. \$99/Non. \$119</p> |
| | (C) FREC II Broker Pre-License Course • Oct. 10-25 (Select Dates) • 9-6 • Cost \$495 • www.sfschool.com | | | |
| <p>16 (H) MLS: Matrix 101: 9:30-12 • 201: 2-4 (H) Finding Buyers • 10-12 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Realtor Property Resource (RPR) RPR Basics (Spanish): 9:30-11 RPR Mobile (Spanish): 11-12 (N) Form Simplicity (Spanish) • 1-3:30</p> | <p>17 (H) Form Simplicity • 10-12 (H) 10 Ways To Earn More Than the Competition Using RPR • 1-2 (H) RPR Commercial • 2-3 (H) Contracts (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) FIRPTA • 1:30-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) 10 Ways To Earn More Than the Competition Using RPR • 9:30-10:30 (C) RPR Commercial • 10:30-11:30</p> | <p>18 (H) Social Media Marketing (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4 (C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (N) Lunch & Learn: Expand Your Sales Market w/ New Construction 11:30-1 • Mbrs. No Cost/Non. \$25</p> | <p>19 (H) New Member Orientation • 9:30-1 (H) Surviving the First Six Months as a REALTOR • 1:30-4:30 (H) Intro to MLS: Agent Dashboard • 2-4 (C) Tapping the Expert in You • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Secrets to Become a Leading Listing Agent 10-12 • Mbrs. \$15/Non. \$30/On-site \$25/50 (N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) iMAPP (Spanish) • 1:30-4</p> | <p>20 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) MLS: Matrix 301 (Spanish) • 9:30-12 (C) MLS: Add/Edit Listing • 1:30-2:30 (N) Marketing Tools To Gain That Competitive Edge (Spanish) • 9:30-12 (N) Marketing Tools To Set Yourself Apart (Spanish) • 1:30-4</p> |
| (C) FREC I Pre-License Course • Oct. 16-24 • 9-6 • Cost \$395 • www.sfschool.com | | | | |
| (C) FREC I Pre-License Course NIGHT CLASS • Oct. 16-Nov. 4 (select dates nights & weekends for 3 weeks) • 6:30-10:30 • Cost \$395 • www.sfschool.com | | | | |
| (C) FREC II Broker Pre-License Course • Oct. 10-25 (Select Dates) • 9-6 • Cost \$495 • www.sfschool.com | | | | |
| <p>23 (H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (H) Competing with the Zillow Machine • 10-12 (C) MLS: Matrix • 101: 10-12 • 201: 1-3 (N) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30 (N) RPR: The Best Reports in the Business (Spanish) • 10:30-11:30 (N) Above & Beyond Your MLS (Spanish) • 1-3</p> | <p>24 (H) Marketing Tools To Win That Listing Prospecting & Farming: 9:30-12 Present the CMA: 1:30-4 (C) CMA Workshop (Spanish) Part 1: 9:30-11 • Part 2: 1-3</p> | <p>25 (H) Social Media Mgmt: Adv • 10-12 (H) HomeSwing 101: CRM • 2-4 (C) MLS: Matrix 301 • 10-12 (C) Realist Tax Roll Solution (Spanish) • 1:30-4 (N) Marketing Tools To Win That Listing (Spanish) Prospecting & Farming: 9:30-12 Present the CMA: 1:30-4 (N) Leasing & Property Management (Spanish) • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> | <p>26 (H) Realopedia • 9-12 (H) HomeSwing 201: Websites Basic: 9:30-12 • Advanced: 1:30-4 (C) CAM License • 8-6 • Cost: \$199 (C) Form Simplicity English: 10-12 • Spanish: 1:30-4 (N) How To Increase Your Income to Six Figures in 6 Mo. (Spanish) • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) CMA Workshop (Spanish) Part 1: 10-11:30 • Part 2: 1-3:30</p> | <p>27 (H) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30 (H) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30 (H) Prospecting & Advertising on Social Media • 1-3 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Show Me the Money (Spanish) • 9:30-12 (N) MLS: Add/Edit (Spanish) • 1:30-3</p> |
| (C) FREC II Broker Pre-License Course • Oct. 10-25 (Select Dates) • 9-6 • Cost \$495 • www.sfschool.com | | | | |
| (C) FREC I Pre-License Course NIGHT CLASS • Oct. 16-Nov. 4 (select dates nights & weekends for 3 weeks) • 6:30-10:30 • Cost \$395 • www.sfschool.com | | | | |
| <p>30 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) Realtor Property Resource (RPR) RPR Basics (Spanish) • 9:30-11 RPR Mobile (Spanish) • 11-12 (C) Improving Sales Strategies & Closing Techniques • 10-12 (C) CMA Workshop Part 1: 12:30-2 • Part 2: 2:30-4:30 (N) Social Media Management (Spanish) • 9:30-12 (N) Prospecting & Advertising in Social Media (Spanish) • 1:30-4</p> | <p>31 (H) Working with Investors Finding Deals: 10-12 Making It Work: 2-4 (C) MLS: Matrix 301 • 10-12 (C) MLS: Matrix 101 • 1-3</p> | <p>MIAMI INTERNATIONAL REAL ESTATE CONGRESS MiamiCongress.com October 29 -31, 2017 The Biltmore Hotel 1200 Anastasia Avenue Coral Gables, FL 33134 www.biltmorehotel.com</p> | | |
| (C) con'td FREC I Pre-License Course NIGHT CLASS • Oct. 16-Nov. 4 | | | | |

MIAMI INTERNATIONAL REAL ESTATE CONGRESS
MiamiCongress.com | October 29 -31, 2017
 The Biltmore Hotel
 1200 Anastasia Avenue
 Coral Gables, FL 33134 | www.biltmorehotel.com

Oct. 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

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

MLS: MASTERING MATRIX 101

MON. 10/2 10:00-12:00 (H)
 WED. 10/4 10:00-12:00 (C)
 FRI. 10/6 10:00-12:00 (C)
 WED. 10/11 10:00-12:00 (H)
 FRI. 10/13 10:00-12:00 (C)
 MON. 10/16 10:00-12:00 (H)
 MON. 10/16 10:00-12:00 (C)
 FRI. 10/20 10:00-12:00 (H)
 MON. 10/23 10:00-12:00 (C)
 FRI. 10/27 10:00-12:00 (C)
 MON. 10/30 10:00-12:00 (H)
 TUE. 10/31 1:00-3:00 (C)

MLS: MATRIX CUSTOMIZATION201

MON. 10/2 2:00-4:00 (H)
 WED. 10/4 1:00-3:00 (C)
 FRI. 10/6 1:00-3:00 (C)
 WED. 10/11 2:00-4:00 (H)
 FRI. 10/13 1:00-3:00 (C)
 MON. 10/16 2:00-4:00 (H)
 MON. 10/16 1:00-3:00 (C)
 FRI. 10/20 2:00-4:00 (H)
 MON. 10/23 1:00-3:00 (C)
 FRI. 10/27 1:00-3:00 (C)
 MON. 10/30 2:00-4:00 (H)

MLS: MATRIX SUPER USER WKSP 301

TUE. 10/3 10:00-12:00 (C)
 TUE. 10/3 1:00-3:00 (C)
 TUE. 10/10 10:00-12:00 (C)
 THU. 10/12 10:00-12:00 (H)
 TUE. 10/25 10:00-12:00 (C)
 TUE. 10/31 10:00-12:00 (C)

IMAPP TAX ROLL SOLUTIONS

THU. 10/5 10:00-12:00 (C)
 TUE. 10/10 10:00-12:00 (H)

REALIST TAX ROLL SOLUTIONS

TUE. 10/10 1:00-3:00 (C)

REALTOR PROPERTY RESOURCE-BASIC

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

REALTOR PROPERTY RESOURCE-MOBILE

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

10 WAYS RPR - ADVANCED

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

RPR COMMERCIAL

TUE. 10/17 2:00-3:00 (H)
 TUE. 10/17 10:30-11:30 (C)

CMA WORKSHOP: PART 1

MON. 10/30 12:30-2:00 (C)

CMA WORKSHOP: PART 2

MON. 10/30 2:30-4:30 (C)

FORM SIMPLICITY

TUE. 10/17 10:00-12:00 (H)
 THU. 10/26 10:00-12:00 (C)

WORKING W/ INV - FINDING DEALS

WED. 10/11 10:00-12:00 (C)
 TUE. 10/31 10:00-12:00 (H)

WORKING W/ INV - MAKING IT WORK

TUE. 10/11 1:00-3:00 (C)
 TUE. 10/31 2:00-4:00 (H)

EMAIL MARKETING

MON. 10/2 9:30-12:00 (C)

MOBILE MARKETING

MON. 10/2 1:00-3:00 (C)

PROXIO - BASIC

FRI. 10/6 10:00-12:00 (H)

PROXIO - ADV

FRI. 10/6 2:00-4:00 (H)

PROSPECTING & FARMING - WIN THAT LISTING

TUE. 10/24 9:30-12:00 (H)

PRESENT THE CMA - WIN THAT LISTING

TUE. 10/24 1:30-4:00 (H)

SOCIAL MEDIA MARKETING - PT. 1

THU. 10/5 9:30-12:00 (H)

SOCIAL MEDIA MARKETING - PT. 2

THU. 10/5 1:30-4:00 (H)

SOCIAL MEDIA MANAGEMENT

WED. 10/25 10:00-12:00 (H)

SOCIAL MEDIA - PROSPECTING

FRI. 10/27 1:00-3:00 (H)

HOMESWING 101: CRM

WED. 10/25 2:00-4:00 (H)

HOMESWING 201: WEBSITES BASIC

THU. 10/26 9:30-12:00 (H)

HOMESWING 201: WEBSITES ADV

THU. 10/26 1:30-4:00 (H)

SPANISH TECH TRAINING

MLS: MASTERING MATRIX 101

MON. 10/2 9:30-12:00 (N)
 WED. 10/4 9:30-12:00 (H)
 THU. 10/12 9:30-12:00 (N)
 WED. 10/18 9:30-12:00 (C)
 MON. 10/23 9:30-12:00 (H)

MLS: MATRIX CUSTOMIZATION201

MON. 10/2 1:30-4:00 (N)
 WED. 10/4 1:30-4:00 (H)
 THU. 10/12 1:30-4:00 (N)
 WED. 10/18 1:30-4:00 (C)
 MON. 10/23 1:30-4:00 (H)

MLS: MATRIX SUPER USER WKSP 301

THU. 10/19 9:30-12:00 (N)
 FRI. 10/20 9:30-12:00 (C)

MLS: ADD/EDIT LISTING

FRI. 10/20 1:30-2:30 (C)

ABOVE & BEYOND YOUR MLS

MON. 10/23 1:00-3:00 (N)

PROXIOPRO - BASIC

FRI. 10/13 9:30-12:00 (N)

PROXIOPRO - ADVANCED

FRI. 10/13 1:30-4:00 (N)

IMAPP

THU. 10/5 1:30-4:00 (C)
 TUE. 10/10 1:30-4:00 (H)
 THU. 10/19 1:30-4:00 (N)

REALIST

THU. 10/5 1:30-4:00 (N)
 TUE. 10/25 1:30-4:00 (C)

FORM SIMPLICITY

MON. 10/16 1:00-3:30 (N)
 THU. 10/26 1:30-4:00 (C)

REALTOR PROPERTY RESOURCE-BASICS

FRI. 10/13 9:30-11:00 (H)
 MON. 10/16 9:30-11:00 (N)
 MON. 10/30 9:30-11:00 (C)

REALTOR PROPERTY RESOURCE-MOBILE

FRI. 10/13 11:00-12:00 (H)
 MON. 10/16 11:00-12:00 (N)
 MON. 10/30 11:00-12:00 (C)

REALTOR PROPERTY RESOURCE-10 WAYS TO EARN

FRI. 10/27 9:30-10:30 (H)
 MON. 10/23 9:30-10:30 (N)

REALTOR PROPERTY RESOURCE-PERFECT PRICING

FRI. 10/27 10:30-11:30 (H)

REALTOR PROPERTY RESOURCE-BEST REPORTS IN THE BUSINESS

MON. 10/23 10:30-11:30 (N)

CMA WORKSHOP: PART 1

TUE. 10/24 9:30-11:00 (C)
 THU. 10/26 10:00-11:30 (N)

CMA WORKSHOP: PART 2

TUE. 10/24 1:00-3:00 (C)
 THU. 10/26 1:00-3:30 (N)

SHOW ME THE MONEY

FRI. 10/27 9:30-12:00 (N)

SOCIAL MEDIA MARKETING - PT. 1

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

SOCIAL MEDIA MARKETING - PT. 2

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

SOCIAL MEDIA MANAGEMENT

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

PROSPECTING & ADVERTISING-SOCIAL MEDIA

MON. 10/30 1:30-4:00 (N)

EMAIL MARKETING

TUE. 10/10 9:30-12:00 (N)

MOBILE MARKETING

TUE. 10/10 1:30-4:00 (N)

MARKETING TOOLS - COMPETITIVE EDGE

FRI. 10/20 9:30-12:00 (N)

MARKETING TOOLS - SET YOURSELF APART

FRI. 10/20 1:30-4:00 (N)

PROSPECTING & FARMING - WIN THAT LISTING

WED. 10/25 9:30-12:00 (N)

PRESENT THE CMA - WIN THAT LISTING

WED. 10/25 1:30-4:00 (N)

BROKER

H2eFile: Online Transaction Follow Up & Filing

Tuesday, Oct. 3 • 1:00-2:30 • Mbrs. No Cost
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

CONTRACTS

Understanding & Writing the CRSP-14

Wed., Oct. 4 • 1:00-4:00
 Mbrs. \$15/Non. \$30/On-site \$25/50
 Coral Gables • 245 Alcazar Avenue • Coral Gables

MARKETING

email Marketing: HomesConnect.com

Tue., Oct. 10 • 9:30-12:00 • Mbrs. No Cost
 NW Dade • 415 W. 51st Place • Hialeah

COMMERCIAL

RCA Commercial Conference-Closing Deals

Fri., Oct. 13 • 9:00-2:00
 Mbrs. \$79/Non. \$99/Tables: \$600
 After 10/6 • Mbrs. \$99/Non. \$119
 Biltmore Hotel • 1200 Anastasia Avenue • Coral Gables

SPECIALTY

Finding Buyers Using Internet

Mon., Oct. 16 • Mbrs. No Cost/Non. \$25
 MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

SALES

Secrets To Becoming a Leading Listing Agent

Thu., Oct. 19 • 10:00-12:00
 Mbrs. \$15/Non. \$30/On-site \$25/50
 Coral Gables • 245 Alcazar Avenue • Coral Gables

PROPERTY MANAGEMENT

Leasing & Property Mgmt (Spanish)

Wed., Oct. 25 • 10:00-12:00 • Mbrs. No Cost
 Mbrs. \$15/Non. \$30/On-site \$25/50
 NW Dade • 415 W. 51st Place, Suite 200 • Hialeah

INVESTORS

Working with Investors

Tue., Oct. 31 • Finding Deals: 10-12 & Making It Work: 2-4
 Mbrs. No cost
 Coral Gables • 245 Alcazar Avenue • Coral Gables

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
 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

