

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>2 (H) Agent 3000 (Spanish) Basic • 9:30-12 Advanced • 1:30-4</p> <p>(C) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(C) Glide: Eliminating Disclosure Errors 9:30-10:30 • 11-12</p> <p>(H) 14 Hour Continuing Education • Mar. 2-3 • 9:30-4:30 • \$85/On-site \$100 3 Hours Core Law • Mar. 2 • 9:30-12:30 • \$35/On-site \$50 3 Hours Business Ethics • Mar. 2 • 1:30-4:30 • \$35/On-site \$50</p>	<p>3 (C) Agent 3000 Basic • 9:30-12 Advanced • 1:30-4</p>	<p>4 (H) Understanding Zoning and How It Works in Real Estate • 9:30-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) MLS: Matrix 301 • 10-12 (H) Realtor Property Resource (RPR): Residential • 1:30-4</p> <p>(C) Surviving the First Six Months as a REALTOR • 3 Hrs CE • 9:30-12:30 (C) Show Me the Money English: 10-12 • Spanish: 1:30-4</p> <p>(N) Mobile Marketing (Spanish) • 9:30-12 (N) CMA Workshop (Spanish) • 1:30-4</p>	<p>5 (H) Commercial Marketplace Breakfast: 8:30 • Program: 9-11:30</p> <p>(H) Commercial MLS and iMap • 11-1 (H) iMap Tax Roll Solution • 2-4</p> <p>(C) Mobile Marketing • 10-12 (C) Mobile Marketing (Spanish) • 1:30-4</p>	<p>6 (H) Social Media Series (Spanish) Marketing Part 1 • 9:30-12 Marketing Part 2 • 1:30-4</p> <p>(C) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>2020 Real Estate Legal Summit Mar. 6 • 8-4:30 • Mbrs. \$79/Non. \$99 Seminole Hard Rock Hotel and Casino 1 Seminole Way, Hollywood, 33314</p>

(A) 45 Hour Post Licensing Course • Mar. 2-6 • 9-6 • Mbrs. \$149/Non. \$189 • www.sfeschool.com

<p>9 (H) Working with Buyers and Sellers Part 1 (Spanish) • 9:30-12 Part 2 (Spanish) • 1:30-4</p> <p>(N) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(A) 14 Hour Continuing Education • Mar. 9-10 • 9:30-4:30 • \$85/On-site \$100 3 Hours Core Law • Mar. 9 • 9:30-12:30 • \$35/On-site \$50 3 Hours Business Ethics • Mar. 9 • 1:30-4:30 • \$35/On-site \$50</p>	<p>10 (H) Agent 3000 Basic • 9:30-12 Advanced • 1:30-3:30</p> <p>(C) Lunch & Learn: Increase Potential Buyers w/ Renovation Loan • 11:30-1</p> <p>(C) Analysis NAR 2019 Profile of Int'l Buyers Report • 1:30-3:30</p>	<p>11 (H) AS IS Contract - The Ins & Outs 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(H) Mastermind: Take Your Production from \$2M to \$10M • 1:30-3:30</p> <p>(C) Mastermind: Take Your Production from \$2M to \$10M • 9:30-11:30 (C) MLS and You • 3 Hrs CE • 12:30-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(A) MLS: Matrix 101: 9:30-12 • 201: 1:30-3:30</p> <p>(N) Agent 3000 (Spanish) Basic: 9:30-12 • Advanced: 1:30-4</p>	<p>12 (H) Farming Strategies To Get Those Listings • 3 Hrs CE • 9:30-12:30 (H) Social Media Series (4 Part Series) Marketing Part 1 • 9:30-12 Marketing Part 2 • 1:30-4</p> <p>(C) MLS: Matrix 101: 9:30-12 • 201: 1:30-3:30 (C) Landlord Tenant Bootcamp 3 Hrs CE • 1-4 • Mbrs. \$15/Non. \$30</p> <p>(A) MLS and You • 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(N) Help Your Foreign Investors Use Real Estate for Immigration Purposes 3 Hrs CE • 1-4 • Mbrs. \$15/Non. \$30</p>	<p>13 (H) MLS: Matrix 301 (Spanish) • 9:30-12</p> <p>(H) RPR: Residential (Spanish) • 1:30-4</p> <p>(C) Realtor Property Resource (RPR) Commercial • 9:30-12 (C) CMA Workshop • 1:30-4</p> <p>(A) 3 Hour Core Law • 9:30-4:30 Mbrs. \$35/On-site \$50</p> <p>(A) Ethics & Business Practice 1:30-4:30 • Mbrs. \$35/On-site \$50</p>
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(N) 45 Hour Post Licensing Course (Spanish) • Mar. 9-13 • 9-6 • Mbrs. \$149/Non. \$189 • www.sfeschool.com

<p>16 (H) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(C) Working with Buyers and Sellers Part 1 (Spanish) • 9:30-12 Part 2 (Spanish) • 1:30-4</p> <p>(A) MLS: Matrix 301 • 10-12 (A) RPR: Residential • 1:30-4</p> <p>(N) 14 Hour Continuing Education (Spanish) • Mar. 16-17 • 9:30-4:30 • \$85 (N) 3 Hours Core Law (Spanish) • Mar. 16 • 9:30-12:30 • \$35 (N) 3 Hours Business Ethics (Spanish) • Mar. 16 • 1:30-4:30 • \$35</p>	<p>17 (C) Ken Rosen's Ultimate Commercial Real Estate Investment • 3 Hrs CE 9-12 • Mbrs. \$45/Non. \$65</p>	<p>18 (H) Working with Investors Finding Deals • 9:30-12 Property Analysis • 1:30-4</p> <p>(A) Is Technology Leaving You Behind? Crash Course Catching Up • 10-12</p> <p>(A) Ken Rosen's Ultimate Commercial Real Estate Investment • 3 Hrs CE • 9-12 Mbrs. \$45/Non. \$65</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(N) Lunch&Learn: Increase Potential Buyers w/Renovation Loan • 11:30-1</p> <p>(C) CIPS - Global Real Estate Local Markets • 7 Hrs CE • 8-5 Mbrs. \$79/Non. \$99</p>	<p>19 (C) Prospecting & Farming • 6 Hrs CE 9:30-4:30 • Mbrs. \$30/Non. \$50</p> <p>(C) Agent 3000 (Spanish) Basic: 9:30-12 • Adv.: 1:30-4</p> <p>(A) Commercial Contracts: Don't Work for FREE • 9:30-11:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>20 (H) Social Media Series (4 Pt. Series) Part 3 (Spanish) • 9:30-12 Part 4 (Spanish) • 1:30-4</p> <p>(C) Working with Investors (Spanish) Finding Deals • 9:30-12 Property Analysis • 1:30-4</p> <p>(N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) iMap Tax Roll Solution (Spanish) • 1:30-4</p>
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(H) FREC II Broker Pre-License Course • Mar. 16-Apr. 1 • 9-6 • Mbrs. \$495 • www.sfeschool.com

<p>23 (H) dotloop Eng.: 10-12 • Spa.: 1:30-4</p> <p>(C) Lunch and Learn: Wiser Broker Smart Online Real Estate Office • 11-1</p> <p>(A) CMA Workshop • 9:30-12 (A) Form Simplicity & Ultimate Edition • 1:30-3:30</p>	<p>24 (H) Lunch & Learn Wiser Broker - The Smart Online Real Estate Office • 11-1</p> <p>(C) New Member Orientation Sign-in: 9 • Program: 9:30-1</p> <p>(A) ACE Negotiator: The No Nonsense Negotiating Course 4 Hrs CE • 9-1 • Mbrs. \$40/Non. \$70</p>	<p>25 (H) Farming for Results • 1-3 Mbrs. \$15/Non. \$30 On-site \$25/50</p> <p>(C) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(A) Lunch & Learn: Wiser Broker - The Smart Online Real Estate Office • 11-1</p> <p>(C) CIPS - The Americas & Int'l RE 7 Hrs CE • 8-5 Mbrs. \$79/Non. \$99</p>	<p>26 (H) Analysis: NAR 2019 Profile of Int'l Buyers 1:30-3:30</p> <p>(A) FAR BAR AS IS Contract 4 Hrs CE • 9:30-1:30 Mbrs. \$20/Non. \$40</p>	<p>27 (H) MLS: Matrix 101 • 9:30-12 201 • 1:30-3:30</p> <p>(C) Agent 3000 Basic • 9:30-12 Advanced • 1:30-4</p>
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(H) FREC II Broker Pre-License Course • Mar. 16-Apr. 1 • 9-6 • Mbrs. \$495 • www.sfeschool.com

<p>30 (H) Working with Buyers & Sellers Part 1 • 9:30-12 Part 2 • 1:30-4</p> <p>(C) MLS: Matrix (Spanish) 101 • 9:30-12 201 • 1:30-4</p> <p>(C) Adjusting to the Zillow World • 1-3</p>	<p>31 (H) MLS: Matrix 301 • 10-12 (H) Form Simplicity & Ultimate Edition • 1:30-3:30</p> <p>(N) RPR (Spanish) • 9:30-12 (N) Form Simplicity (Spanish) • 1:30-4</p> <p>(A) Beyond the Matrix • 2-4</p>
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(H) FREC II Broker Pre-License Course • Mar. 16-Apr. 1 • 9-6 • Mbrs. \$495

March 2020 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: MATRIX 101

MON.	3/2	9:30-12:00	(C)
FRI.	3/6	9:30-12:00	(C)
MON.	3/9	9:30-12:00	(N)
WED.	3/11	*SP 9:30-12:00	(H)
WED.	3/11	9:30-12:00	(A)
THU.	3/12	9:30-12:00	(C)
MON.	3/16	9:30-12:00	(H)
WED.	3/18	*SP 9:30-12:00	(N)
WED.	3/25	9:30-12:00	(C)
FRI.	3/27	9:30-12:00	(H)
MON.	3/30	*SP 9:30-12:00	(C)

MLS: MATRIX 201

MON.	3/2	1:30-3:30	(C)
FRI.	3/6	1:30-3:30	(C)
MON.	3/9	1:30-3:30	(N)
WED.	3/11	*SP 1:30-4:00	(H)
WED.	3/11	1:30-3:30	(A)
THU.	3/12	1:30-3:30	(C)
MON.	3/16	1:30-3:30	(H)
WED.	3/18	*SP 1:30-4:00	(N)
WED.	3/25	1:30-3:30	(C)
FRI.	3/27	1:30-4:00	(H)
MON.	3/30	*SP 1:30-4:00	(C)

MLS: MATRIX 301

WED.	3/4	10:00-12:00	(H)
FRI.	3/13	*SP 9:30-12:00	(H)
MON.	3/16	10:00-12:00	(A)
FRI.	3/20	*SP 9:30-12:00	(N)
TUE.	3/31	10:00-12:00	(H)

COMMERCIAL MLS & IMAPP

THU.	3/5	11:00-1:00	(H)
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RPR: COMMERCIAL

FRI.	3/13	9:30-12:00	(C)
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IMAPP

THU.	3/5	2:00-4:00	(H)
FRI.	3/20	*SP 1:30-4:00	(N)

SHOW ME THE MONEY

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

RPR: RESIDENTIAL

WED.	3/4	1:30-4:00	(H)
FRI.	3/13	*SP 1:30-4:00	(H)
MON.	3/16	1:30-4:00	(A)
TUE.	3/31	*SP 9:30-12:00	(N)

CMA WORKSHOP

WED.	3/4	*SP 1:30-4:00	(N)
FRI.	3/13	1:30-4:00	(C)
MON.	3/23	9:30-12:00	(A)

FORMS

FORM SIMPLICITY

MON.	3/23	1:30-3:30	(A)
TUE.	3/31	1:30-3:30	(H)
TUE.	3/31	*SP 1:30-4:00	(N)

GLIDE

MON.	3/2	9:30-10:30	(H)
MON.	3/2	11:00-12:00	(H)

DOTLOOP

MON.	3/23	10:00-12:00	(H)
MON.	3/23	*SP 1:30-4:00	(H)

SOCIAL MEDIA SERIES

MARKETING PT. 1

THU.	3/6	*SP 9:30-12:00	(H)
THU.	3/12	9:30-12:00	(H)

MARKETING PT. 2

THU.	3/6	*SP 1:30-4:00	(H)
THU.	3/12	1:30-4:00	(H)

MANAGEMENT PT. 3

FRI.	3/20	*SP 9:30-12:00	(H)
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PROSPECTING & ADVERTISING PT. 4

FRI.	3/20	*SP 1:30-4:00	(H)
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TECHNOLOGY

MOBILE MARKETING

WED.	3/4	*SP 9:30-12:00	(N)
THU.	3/5	10:00-12:00	(C)
THU.	3/5	*SP 1:30-4:00	(C)

WORKING WITH INVESTORS - FINDING DEALS

WED.	3/18	9:30-12:00	(H)
FRI.	3/20	*SP 9:30-12:00	(C)

WORKING W/ INVESTORS - PROPERTY ANALYSIS

WED.	3/18	1:30-4:00	(H)
FRI.	3/20	*SP 1:30-4:00	(C)

WORKING W/ BUYERS & SELLERS - PT. 1

MON.	3/9	9:30-12:00	(H)
MON.	3/16	9:30-12:00	(C)
MON.	3/30	9:30-12:00	(H)

WORKING W/ BUYERS & SELLERS - PT. 2

MON.	3/9	1:30-4:00	(H)
MON.	3/16	1:30-4:00	(C)
MON.	3/30	1:30-4:00	(H)

MASTERMIND

WED.	3/11	9:30-11:30	(C)
WED.	3/11	1:30-3:30	(H)

AGENT 3000 | BASIC

MON.	3/2	*SP 9:30-12:00	(H)
TUE.	3/3	9:30-12:00	(C)
TUE.	3/10	9:30-12:00	(H)
WED.	3/11	*SP 9:30-12:00	(N)
THU.	3/19	*SP 9:30-12:00	(C)
FRI.	3/27	9:30-12:00	(C)

AGENT 3000 | ADVANCED

MON.	3/2	*SP 1:30-4:00	(H)
TUE.	3/3	1:30-4:00	(C)
TUE.	3/10	1:30-4:00	(H)
WED.	3/11	*SP 1:30-4:00	(N)
THU.	3/19	*SP 1:30-4:00	(C)
FRI.	3/27	1:30-4:00	(C)

LEADS SERIES

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

WED.	3/4	9:30-12:30	(C)
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ANALYSIS NAR 2019 PROFILE OF INTERNATIONAL BUYERS

TUE.	3/10	1:30-3:30	(C)
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FARMING STRATEGIES TO GET THOSE LISTINGS - 3 HRS CE

THU.	3/12	9:30-12:30	(H)
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IS TECHNOLOGY LEAVING YOU BEHIND

WED.	3/18	10:00-12:00	(A)
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ADJUSTING TO THE ZILLOW WORLD

MON.	3/30	1:00-3:00	(C)
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- Day 1: Agent3000 - www.miamirealtors.com/agent3000
- Day 2: Proxio Connect - www.miamirealtors.com/proxio
- Day 3: RateMyAgent - www.miamirealtors.com/ratemyagent
- Day 4: ePropertyWatch - www.miamirealtors.com/epropertywatch
- Day 5: INRIX - www.miamirealtors.com/INRIX
- Day 6: HomesnapPRO - www.miamirealtors.com/homesnapPRO
- Day 7: Inman Select - www.miamirealtors.com/inman
- Day 8: Professional Search - www.miamirealtors.com/prosearch
- Day 9: Form Simplicity - www.miamirealtors.com/formsimplicity
- Day 10: Property Panorama - www.miamirealtors.com/propertypanorama
- Day 11: Glide - www.miamirealtors.com/glide
- Day 12: Preferred Photographer Program - www.miamirealtors.com/preferredphotographerprogram
- Day 13: MLSoOffers - www.miamirealtors.com/mlsooffers
- Day 14: Realopedia - www.miamirealtors.com/realopedia
- Day 15: AnnounceMyListing - www.miamirealtors.com/announcemylisting
- Day 16: Surfina - www.miamirealtors.com/surfina
- Day 17: WikiRealty - www.miamirealtors.com/wikirealty
- Day 18: iMapp - www.miamirealtors.com/imapp
- Day 19: My Condo Plans - www.miamirealtors.com/mycondoplans
- Day 20: KlearD - www.miamirealtors.com/klearD
- Day 21: Realdax - www.miamirealtors.com/realdax
- Day 22: RETechnology - www.miamirealtors.com/retechnology
- Day 23: Remine - www.miamirealtors.com/remine
- Day 24: RealSatisfied - www.miamirealtors.com/realsatisfied
- Day 25: RatePlug - www.miamirealtors.com/rateplug
- Day 26: Dotloop - www.miamirealtors.com/dotloop
- Day 27: RPR - www.miamirealtors.com/rpr
- Day 28: GoMLSMIAMI - www.miamirealtors.com/gomls
- Day 29: My Rental Screening - www.miamirealtors.com/myrental
- Day 30: Broker Command - www.miamirealtors.com/brokercommand
- Day 31: Real Estate Toolbox - www.miamirealtors.com/realestatetoolbox

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