

Pathways to SUCCESS



JUMP START

- New Member Orientation
- Code of Ethics
- Matrix X MLS 101, 201
- Rapattoni MLS 101, 201
- iMap
- RPR
- Form Simplicity
- ShowingTime
- Agent 3000 – All-in-One Marketing Part 1
- Remine Pro – MLS, CMA, Prospecting & More
- Showingly
- Supra

FIRST 60 DAYS

- Matrix X MLS 301, 401
- Rapattoni 301, 401
- Agent 3000 Pt. 2 – Pt. 4
- Working with Buyers & Sellers
- Working with Investors
- Mobile REALTOR with MIAMI
- OK to Advertise
- Proxio Connect
- Homesnap Pro
- CMA Workshop

FIRST 180 DAYS

- Matrix X 501
- 45hr Post Licensing
- CRSP Contract
- Newly Licensed? Now What? - 3 CE
- Building the Listing Presentation - 6 CE
- Prospecting & Farming - 6 CE
- Servicing the Listing & Working with Buyers - 6 CE
- FR/Bar “AS-IS” Contract - 4 CE
- Exclusive Right of Sale Contract - 3 CE
- MLS & You - 3 CE

SPECIALTY

- Commercial
- Global
- Luxury
- Teams
- Rentals
- Property Management
- Social Media/Reputation Management
- Prospecting

CAREER ENHANCEMENT

- ABR – Accredited Buyer Representative
- CIPS – Certified Int’l Property Specialist
- CRS – Certified Residential Specialist
- CRB – Certified Real Estate Brokerage
- GRI – Graduate Realtor Institute
- GREEN Designation
- PSA – Pricing Strategy Advisor
- SRES – Senior Real Estate Specialist
- SRS – Seller Representative Specialist

BROKER

- FREC II – Broker Pre-License
- 60hr Broker Post License
- WiserBroker
- Broker Specialty: Daily Operations – 2hrs CE
- Broker Specialty: Liability – 2hrs CE
- Broker Specialty: Managing the Office – 2hrs CE
- Broker Command
- TotalBrokerage
- ListHub
- Listing Syndication
- ListTrac



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