

# EDUCATION & BROKER RESOURCES



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**Education**

# WHAT MIAMI HAS DONE SO FAR



- **SINCE MARCH 15, 2024, 13,000+ PARTICIPANTS IN 60 CLASSES ABOUT HOW TO DO BUSINESS NOW - ENGLISH & SPANISH**
- Understanding Buyer Broker Agreements & How to Implement Them:
  - 24 classes
  - 2,000 participants
- Accredited Buyer Representative (ABR):
  - 23 seminars
  - 42 days of courses (each course is two days)
  - 2,500 participants
- Legal Updates with our Chief Legal Counsel, Evian White De Leon:
  - 10 classes
  - 9,000 participants

# WHAT IS MIAMI DOING FOR YOU NOW

- **EDUCATION**

- NEW courses MIAMI commissioned and licensed to brokers for FREE
  - Understanding Buyer Agency Agreements
  - Buyer Agency Best Practices & Profitability
  - Conversations to Compensation
- Legal Webinars
- MORE ABR and Understanding BBA courses

- **NEW TOOLKITS**

- Menus of options for compensation models, best practices for new construction, new forms, how to use the licensed courses, and MORE

- **CORRECTING CONFUSION AND MISUNDERSTANDINGS IN THE MEDIA**

- Working with our Chief of Communications and a top-tier public relations firm to clarify confusion and misunderstandings in the media
- Use templates in Photofy to help us do that!

# BROKER COURSE LICENSE AGREEMENT

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Since May 31, 1,000 participants have completed the following MIAMI-owned courses, all taught by award-winning instructors. Now is your chance to license and teach these classes at your own brokerages.

- Buyer Agency: Best Practices & Profitability (Steven David)
- Conversation to Compensation (Cynthia DeLuca)
- Understanding Buyer Broker Agents and Buyer Agency (Rick Burch)



# Upcoming License Courses:

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- **Buyer Agency: Best Practices and Profitability** - Steve David
- **Conversation to Compensation** - Cynthia DeLuca
- **Co-Brokerage & the Buyer Brokerage Agreement** - Josh Cadillac

## COMING SOON

- **How to Communicate Your Value with Your Clients** - Cynthia DeLuca
- Plus, exciting new courses from Jennifer Gross and Josh Cadillac



# WHAT TO EXPECT

BUYER AGENCY: BEST  
PRACTICES &  
PROFITABILITY  
(STEVE DAVID)

