

LETTY OLIVER-SANCHEZ

CHIEF OF INNOVATIVE

EDUCATION

**EDUCATION
STATS,
OPPORTUNITIE
S & UPCOMING**

BROWARD ON THE MOVE

The Future of Transportation & Logistics



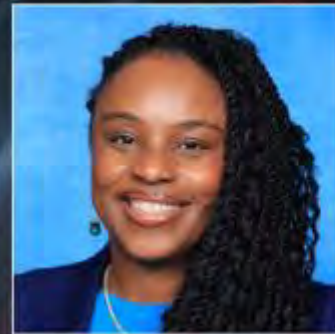
Thursday | **March 27** | 11 AM - 2:30 PM

Ft. Lauderdale Downtown Event Center



Steven C.
BRAUN

FDOT | District 4
Secretary



Dr. Natacha J.
YACINTHE

Seaport Planning |
Chief Executive/
Port Director



Marty
KIARA

Broward County
Property Appraiser



Giovanni "Gio"
CASTRO

Amazon US South
Region, State & Local
Public Policy Manager



William
CASTILLO

Ft Lauderdale
International Airport
Capital Program
Management
Administrator

This exclusive luncheon will bring together key industry leaders to discuss how transportation and logistics impact both commercial and residential real estate in Broward County.



Location:

Ft. Lauderdale Downtown Event Center
416 NE 1st St.
Fort Lauderdale, FL 33301



CITY *Spotlight*

MIAMI LAKES



WEDNESDAY, APRIL 30 | 11:30AM | MIAMI LAKES HOTEL



Josh Dieguez
Miami Lakes
Mayor



Eddie Blanco
MIAMI REALTORS®
Chairman



Dinorah de Cardenas
MIAMI REALTORS® Residential
President-Elect



Albert Vasquez
MIAMI REALTORS® Residential
Governor

2025 South Florida Real Estate SUMMIT

Shaping the Future of
Commercial & Residential Markets

APRIL 25, 2025 | 9 AM to 3 PM

Seminole Hard Rock Hotel & Casino

MIAMI
REALTORS

City
National
Bank

VERA MANAGE



Rock The Market Conference

Friday, September 12

THE DIPLOMAT BEACH RESORT

Hollywood

78,391
Participants by
Location
June 1 – March 18

Office	Participants
Aventura	2,421
Coral Gables Office	1,167
JTHS	2,091
MIAMI HQ	16,969
Northwestern Dade	1,936
Southeast Broward	2,137
West Broward	7,587
Other (Webinars & Outside Venues)	44,083

2024



37,000+



103,844

2,186

LICENSED COURSES:

- **Conversations about Compensation** - Cynthia DeLuca
- **What's Your Value? How to Communicate Your Value to Customers and Get Paid** - Cynthia DeLuca
- **ACE Co-Brokerage & the Buyer Brokerage Agreement** - Josh Cadillac
- **Buyer Agency: Best Practices & Profitability** - Steve David
- **The Conversion Code for Buyers** - Wesley Ulloa
- **Critical Forms ALL Agents Now Need to Know** - Josh Cadillac
- **MORE ARE COMING SOON**

WHAT TO EXPECT:

BUYER AGENCY:
BEST PRACTICES &
PROFITABILITY
(STEVE DAVID)



WHAT TO EXPECT:

CONVERSATIONS TO COMPENSATION (CYNTHIA DELUCA)



CYNTHIA DELUCA

Florida REALTORS® Educator of the Year



LICENSE THESE COURSES AT YOUR BROKERAGE

- Broker signs the Broker Course License Agreement
- Your brokerage gets the materials and can use them as long as you remain a member (exclusive member benefit) and you don't use them for recruiting
- Customize them based on your brokerage's unilateral and independent business decisions and policies
- Train your agents
- **COST: \$0**

IN THE NUMBERS:

- 189 OF BROKERAGES HAVE SIGNED THE LICENSE AGREEMENT
- 11,901 AGENTS REACHED



BROKER COURSE LICENSE AGREEMENT

SIGN HERE

Co-Brokerage & The Buyer Brokerage Agreement

March 20 - MIAMI Global HQ

9:30am to 12:30pm

March 24 - Aventura - Spanish

9:30am to 12:30pm | Martha Pomares

March 26 - Southeast Broward-Hollywood - Spanish -

9:30am to 12:30pm | Martha Pomares

The Conversion Code for Buyers

March 24 - Aventura - Spanish

1:30pm to 4:30pm | Martha Pomares

March 28 - MIAMI Global HQ

9:30am to 12:30pm | Michelle Rojas

March 31 - West Broward

9:30am to 12:30pm | Michelle Rojas

Conversations about Compensation

March 26 - Southeast Broward-Hollywood - Spanish
1:30pm to 3:30pm | Martha Pomares

March 27 - Northwest Dade-Hialeah - Spanish
1:30pm to 3:30pm | Martha Pomares

April 28 - MIAMI Global HQ
9:30am to 12pm | Michelle Rojas

April 29 - West Broward
9:30am to 12pm | Michelle Rojas

Buyer Agency: Best Practices & Profitability

March 27 - Northwest Dade-Hialeah - Spanish
9:30am to 12pm | Martha Pomares

April 21 - MIAMI Global HQ
9:30am to 12pm | Michelle Rojas

April 24 - West Broward
9:30am to 12pm | Michelle Rojas

Buyer Interview

April 21 - MIAMI Global HQ

1pm to 3pm | Tamara Pichardo

April 24 - West Broward

1pm to 3pm | Tamara Pichardo

ABR - Accredited Buyer Representation

April 3 & 4 - MIAMI Global HQ

9am to 5pm | Michelle Rojas

April 8 & 9 - West Broward

9am to 5pm | Michelle Rojas

Understanding the BBA and How to Implement Them

May 1 - MIAMI Global HQ

9:30am to 12:30pm | Michelle Rojas

May 2 - West Broward - Register here

9:30am to 12:30pm | Michelle Rojas