

WHAT IS MIAMI DOING FOR YOU

- **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 M**
 - 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

Since May 31, 2024 - Over 13,000 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)
- ACE Co Brokerage & the Buyer Brokerage Agreement (Josh Cadillac)
- The Conversion Code for Buyers (Wesley Ulloa)
- New Critical Forms All Agents Now Need to Know (Josh Cadillac)



98,704

Participants

Jun. 1 - May 27

Office	Participants
Aventura	2,801
Coral Gables	1,167
Northwestern Dade	2,556
West Broward	9,932
Southeast Broward	2,451
MIAMI Global HQ	20,071
Other (Webinars & Outside Venues)	59,726

Total of \$22,189,127

June 2024 to February 2025

TOP 4 NAR Designations/Certification

- AHWD
- PSA
- MRP
- SRES



the **6** Step
Buyer
Consultation
That Triples Your Conversion Rate



Tuesday, July 15 | 10am - Noon
MIAMI HQ



Real Estate Investment Conference

December 2 – 5

9am – 5pm | MIAMI HQ - Conference Center of the Americas

- 20 million in 20 years • NAR Build Wealth Investment Certification • Finance Deep Dive • Negotiating TIPS • 1031 Exchange • Manage your rentals, the Long and Short of Rentals • Guaranteed Income with subsidized housing • Q and A about student's chosen investment



MIAMI REALTORS

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