INTERO Academy

Art of Real Estate

April 2019

East Bay Training Schedule
Intero Fremont, 43225 Mission Blvd.

	1 12-2pm Advanced ZipForms Part 1 of 2 Revisiting the Purchase Contract and writing an offer in less than 10 min	2 12-2pm Advanced ZipForms Part 2 of 2 How to use the shortcuts for clauses and templates	3 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	4 10am-1pm Broker Tour 12-2pm How to make your life tax deductible - Reducing your taxable income & pay less taxes	5 10am-1pm Broker Tour 12-2pm Understanding Real Estate Taxation ... Calculating Capital Gain Tax, Proposition 13-60-90	6 Open House Blitz
7	8 12-2om The Importance of Role Play & Practice Learn how to develop and improve your communication skills and closing skills	9 12-2pm Financing Class How to qualify a Buyer & calculating their buying power + Credit Report	10 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	11 10am-1pm Broker Tour 12-2pm Transaction Management - the Escrow Process & Paperwork	12 10am-1pm Broker Tour 12-2pm Transaction Management - the required disclosures & inspection reports	13 Open House Blitz
14	15 12-2pm How to close more effectively by understanding the client's personality type Role Play & Scripts Class	16 12-2pm The Listing Presentation ... Seller Counseling - How to find out the Seller's REAL motivation to SELL !	17 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	18 10am-1pm Broker Tour 12-2pm Prospecting Class How to get more referrals from your database & COI	19 10am-1pm Broker Tour 12-2pm Prospecting Class How to get more listings by targeting specific areas	20 Open House Blitz
21	22 12-2pm Overcoming the Seller Objections on the Listing Presentation Role Play & Scripts Class	23 12-2pm Understanding the Home Warranty Plan and Natural Hazards Report	24 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	25 10am-1pm Broker Tour 12-2pm Understanding the 1031 Tax Deferred Exchange & Potential Capital Gain Tax I	26 10am-1pm Broker Tour 12-2pm Working with Foreign Investors and Buyers	27 Open House Blitz

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Please call 510.651.6500 to confirm classes or for any changes.

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