



E S Brooks School of Real Estate

#85287

A Tradition in Real Estate Excellence

E.S. Brooks School of Real Estate creates a higher learning environment for the Real Estate Professional and the Appraiser.
Everett and Melanie Brooks, Instructors

We service all of Alabama from beginning to end Real Estate & Appraisal education.

Company Classes Forming NOW! We come to YOU!

Most of our classes can be brought to your office for a more convenient way to complete the needed Continuing Education requirements. We offer one or more classes per day, it's up to you. The classes are offered for limited time before the "Busy" season begins. So Call or email Melanie today to schedule your classes today. A minimum of 10 students is preferred and certain AREC standards must be met.

ES Brooks School of Real Estate, 085287
256-539-3136 school
Melanie@esbrooks.com

Advanced (MLS) List It – Available to any board or company who uses List-It as their MLS system. Learn more than you thought possible about our MLS system. Go beyond the basic CMA and search features. Create your own personalized display with print features. Run statistics to back up the information you offer your clients. A wifi-enabled laptop is allowed. Ev Brooks 3 hours

Code of Ethics - This class is required by NAR, and accepted as an elective by the Alabama Real Estate Commission. It is an overview of the "Code" plus a discussion on key issues. Ev Brooks 3 hours

Clients For Life - Never work with strangers again. Discover a plan for follow up with past clients and keeping in contact with your SOI that will work for you. This class will present an overview the benefits clients need and pivotal points of interest for each transaction. We will discuss what to say and when to say it, which will keep clients returning and referring time after time. Melanie Brooks 3 hours

THE NEW FAVORITE FOR NORTH ALABAMA! Enhancing Customer Service - On-line Public Records – eMaps Plus, Bring your laptop and you can follow along through the courthouse records and bookmark places of interest to acquired resources you need. This is the New Favorite Ev Brooks Please call to see if this course will have relevance in your county. 3 hours

Fico, Phishing, Zombies and More! - If you are not sure what these terms mean, you need this class. It will help you assist your clients to make smart decisions about their credit and their Real Estate purchases. Ev Brooks 3 hours

Investing in Single Family Rental Homes - Learn from someone who has done it! Now is a time to get great deals on single-family homes that you can use for investments. This class offers possible income for the years ahead. Ev Brooks 3 hours

License Law - This is not your average License Law class! We will explore the changes in the law and overview disciplinary actions and lawsuits. Hot topics from AREC's Charles Sowell are highlighted and discussed Melanie Brooks 3 hours

Required Risk Management, That Delicate Balance - Achieve that delicate balance needed to keep yourself out of trouble. Ev or Melanie Brooks 3 hours

Real Estate Contracts - Well if you think you know it all you probably don't. What makes a contract enforceable? Which contracts MUST be presented? We will dissect contracts for better understanding. In our contracts class we also brainstorm together to find new ways of doing old things. Ev or Melanie Brooks 3 hours

Real Estate Update Bulletin Board - *Almost different every time!* That is why it is called "Update". Imagine a "Bulletin Board" in your office of HOT topics and up to date news. That is what this class is. Some things need to be stated over and over and some things get replaced by something new and improved. Ev or Melanie Brooks

Using Personality Profiles to Enhance Communication - We explore the 4 basic personality types. Once you understand "who" you are dealing with and "what" they expect you will know "how" to effectively communicate with your clients. Ev or Melanie Brooks 3 hours



Need more information? Contact us!

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Melanie@esbrooks.com

We offer Everything On-Line, too!

Register at www.esbrooks.info

We will be offering MORE classes as they are approved. Some topics are Today's Technology, Selling New Construction, Clients for Life 2, and others still in the works!