



E S Brooks School of Real Estate

#85287

A Tradition in Real Estate Excellence

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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

Effective Communication with *Buyers* – What to say, when to say and how to say it all! Understanding what is expected by the agent to the client is key. Being able to effectively explain the ins and outs of the real estate process is a must. The client expects a high level of professionalism and they deserve it. Many complaints are about the low level of knowledge in some agents, which may not be true. If everything is explained in the beginning of the relationship many problems can be avoided. Melanie Brooks 3 hours

Effective Communication with *Sellers* – What to say, when to say and how to say it all! Understanding what is expected by the licensee to the client is key. Being able to effectively explain the ins and outs of the real estate process is a must. If everything is explained in the beginning of the relationship many problems can be avoided. During the listing presentation is the perfect opportunity to express your professionalism. 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

Property Management – a License Law Perspective,

In our current market more and more clients are reverting to renting instead of selling. They expect the level of competency with their agent in property management to be the same as their listing and selling abilities. Many times this is not the case. Property management is an entirely different type of real estate and the licensee should realize this. We will cover escrow accounts, most common violations, how to rent your own property, and so much more. Melanie Brooks ,3 hours CE credit

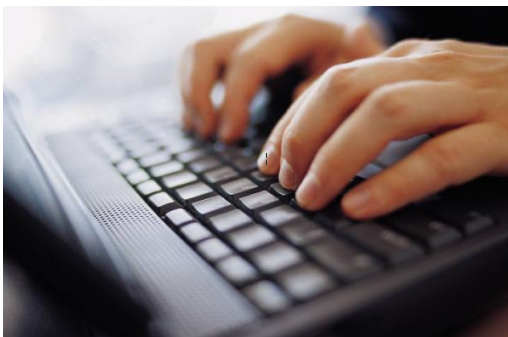
Required Risk Management, That Delicate Balance - Achieve that delicate balance needed to keep yourself out of trouble. Ev or Melanie Brooks 3 hours

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

Time for Clients and Customers – A Time management class that is hands on! First we will discuss the basics of time management. Second we will look at the schedule of a typical agent on the go, then complete a calendar work week for ourselves. Perhaps finally we can put our clients first without putting everything else last. Melanie Brooks 3 hours

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!

We offer Everything On-Line, too!
Register at www.esbrooks.info