

Topics for Post License

Module 1 Getting Started

- Who do you contact when you are new in the business? You will learn how to create a database.
- What do you do with your time? Learn how to manage it effectively.
- How will I make any money in Real Estate? With a Financial Plan! How do you price property? You will learn the basics of a CMA.
- Need to know how to figure a house payment? Bring your Financial Calculator and we will show you

Module 2 Working with Sellers

- Understanding Body language. The always fun Personality Profiles class! Learn about how different personalities interact and how you can better serve your client based on their style
- Recad, everyone all the time
- Preparing for the Listing, Listing presentations, overview of what all is entailed in a listing appointment
- Risk Management and Fair Housing, learn how to keep yourself out of trouble
- Measuring a house and an overview of appraisal practices

Module 3 Working with Buyers

- Overcome the anxiety of Preparing an Offer and Estimated Closing Statements
- Learn about helping your buyer with Home Inspections, dealing with the Mortgage Lender, and Title Companies
- Take that Contract to Closing

Module 4 A Bundle of Tools and Tricks

- More about Presenting Offers
- Overcoming objections
- Technology

Final Exam Must be completed before any credit can be given

The Final Exam must be taken and a passing grade of 70 achieved. Once the student has completed the 30-hour Post License course the final exam can be scheduled with Sherryl. The exam can be administered any time during normal business hours and can be immediately after the student's last module. If that time is not convenient, the student can choose to return at a later date to complete the exam. Please Note... Credit cannot be given for the course until the exit exam is passed. This must be completed before the 6 month deadline or the license will become inactive. Don't let this happen, if you are not sure when your 6 months is up ask your broker or your instructor.

E.S. Brooks School of Real Estate

#85287

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We also offer On-line Courses:

Pre-license, Post License, CE, Broker, and Appraisal Courses!!!