INTERO Academy

Art of Real Estate

August 2019

East Bay Training Schedule
Intero Fremont, 43225 Mission Blvd.

				1 10am-1pm Broker Tour 12-2pm Overcoming Seller Objections Part 1 of 2	2 10am-1pm Broker Tour 12-2pm Overcoming Seller Objections Part 2 of 2	3 Open House Blitz
4	5 12-2pm Better Farming Techniques ... learn how to use the Walking Farm App and other Apps to effectively make contacts	6 12-2pm Understanding the Loan Process ... how to properly financially qualify your Buyers	7 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	8 NO CLASS -- go on Broker Tour 10am-1pm Go see new listings and new home developments	9 10am-1pm Broker Tour 12-2pm How to build Buyer loyalty in today's changing market	10 Open House Blitz
11	12 12-2pm Revisiting the Purchase Contract ... using Templates in ZipForms	13 1pm - 5pm LIVE Streaming Tom Ferry Success Summit	14 9:30am - 4:30pm LIVE Streaming Tom Ferry Success Summit	15 10am - 5pm LIVE Streaming Tom Ferry Success Summit	16 9:30am - 5pm LIVE Streaming Tom Ferry Success Summit	17 Open House Blitz
18	19 12-2pm The Listing Agreement & estimating the Seller's Net Proceeds	20 12-2pm The Disclosure Package ... completing all the required disclosures	21 NO CLASS -- go on Broker Tour 10am-1pm 11am-12pm Role Play Class @ Intero Pleasanton	22 NO CLASS .... INTERO Fremont Summer BBQ - Cajun Style	23 NO CLASS ... Have a Fun and Safe Weekend !!	24 Open House Blitz

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Please call 510.651.6500 to confirm classes or for any changes.

Innovation, passion, and results

Representing people, lifestyles, and communites of the San Francisco East Bay with offices located in:
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