

Realty Executives of New York

Available Training Courses For Our Executives

- 1) Using Cole Real Estate Resources Software
 - a. Subject: Prospecting for Sellers /Duration: 45 Min/ Location: Webinar/ Onsite
- 2) How to Use NYC.gov as a resource for Information
 - a. Subject: DOB/HPD Info/ Duration: 35 Min /Location Webinar/Onsite
- 3) Basics of the Residential Mortgage Business, Understanding how it Affects your Transactions/ Review of Buyer Requirements
 - a. Duration: 35 Min /Location Webinar/Onsite
- 4) Commercial Leasing 101
 - a. Review of Terms of Leases/ Duration: 35 Min /Location Webinar/Onsite
- 5) Review of Real Estate Transaction Glossary
 - a. Subject: NOI/ DSCR/GRM/Cap Rates / Duration: 35 Min /Location Webinar/Onsite
- 6) Social Media 101
 - a. Subject: Building your Sphere of Influence using Social Media/ Duration: 35 Min /Location Webinar/Onsite
- 7) Knowing the Numbers!
 - a. Subject: Reviewing the Cost of doing Business/ Duration 45 Min/ Location: On Site Only
- 8) Using ACRIS
 - a. Subject: Locating Deeds/Mortgage Records/ Duration: 25 Min /Location Webinar/Onsite
- 9) 10 Lead Follow Up Tips
 - a. Subject: Building Consistency in Your Follow UP/ Duration 30 Min/ Location Webinar/ Onsite
- 10) The Art of Staying in Touch
 - a. Subject: Developing your Contact Database/ Duration: 45 Min /Location Webinar/Onsite
- 11) Learning how to Use Realty Executives PRIME Agent
 - a. Subject: Tools that will empower your Business/ Duration: 60 Min /Location Webinar/Onsite
- 12) Learning how to Use MOBILE CONNECT
 - a. Subject: Building your Communication Methods/ Duration: 35 Min /Location Webinar/Onsite
- 13) How to Use Executives Edge Software
 - a. Subject: Keeping in touch with Clients / Duration: 45 Min /Location Webinar/Onsite
- 14) Using Prospect Now Software
 - a. Subject: Farming for New Sales/ Duration: 45 Min /Location Webinar/Onsite

- 15) Setting Up Your Face Book & Linked In Accounts
a. Subject: Growing your Communication Methods/ Duration: 35 Min /Location Webinar/Onsite
- 16) Creating your Realty Executives Listing Presentation
a. Using Executive Edge to Building a Listing Skills/ Duration: 35 Min /Location Webinar/Onsite
- 17) Understanding the Basics of Credit Report
a. Subject: How does Credit Affect Your Deal/ Duration: 35 Min /Location Webinar/Onsite
- 18) Appraisal Training/ Review of Report
a. Subject: How Appraisals affect your transaction and review of solutions/ Duration: 35 Min /Location Webinar/Onsite
- 19) Review of LOOP Net & Co Star
a. Subject: How to Locate Commercial Properties for Sale / Duration: 35 Min /Location Webinar/Onsite
- 20) Basics of Using Gmail for your Business
a. Subject: Using Gmail to Create Simple Structure in your Business/ Duration: 45 Mins/ Location, Webinar / onsite
- 21) Developing a Business Plan for Success
a. Subject: Covers Elements for Building a Consistent Business/ Duration: 60 Mins/ Location On Site Only
- 22) Using Real Pro Consulting
a. Subject: Review Your Personal Production Vs. Competition/ Duration 30 Mins/ Location Webinar/ Onsite
- 23) GEO DATA PLUS
a. Subject: How to Create a CMA and Locate Property Info/ Duration 30 Min/ Location Webinar
- 24) Using Lis Pend List to Prospect
a. Duration: 30 Mins/ Location Webinar/On Site
- 25) Review your Google Ranking
a. Subject: How to Build Your Brand, Social Sites/ Duration 45 mins/ Location: Webinar

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