



This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor.

Business Planning for Real Estate Agents

Hosted by: Central Hill Country Board of REALTORS® (CHCBR)
Date/Time: June 1, 2017 1 pm to 5 pm
Location: CHCBR Classroom
906 N. Milam Street
Fredericksburg, TX 78624
Instructor: Marion Napoleon **Cost:** \$40

Registration

Name on TREC License

TREC License #

Primary Phone

Email Address

Business Planning for Real Estate Real Estate Agents

Course # 29879

4 Hours CE

Cost: \$40

This is an introductory course in annual business planning for the real estate professional. Gone are the days when you could be successful in real estate with three methods of lead generation. Successful agents have 6-10 methods of lead generation, so mastering 1-2 new methods annually to reach success is imperative. The course will cover some of the best practices of successful agents. Teach agents how to understand sales numbers (number of buyers, sellers, and average sales price) from current and previous years to help determine target markets, prospects, and where marketing dollars will be most effective.

The Texas license holder will learn to identify and develop key areas of business growth and sustainability. Will learn to set personal/business goals, assess areas for growth in lead generation and analyze possible new lead generation methods. Also gain understanding on how to project expenses and income based on previous sales and goals for growth. With this understanding the licensee is better equipped to determine what information sources are providing the right data to help their business grow and adapt to better serve their clients.

Method of Payment: Cash Check Mastercard Discover Visa Am Express

Name on Card: _____

Billing Address: _____ Zip _____

Credit Card #: _____ Expiration: _____

Signature: _____

CE Credit

If seeking CE credit, please bring your real estate license and a valid photo ID.

Special Services

If you require special accommodations to participate, please let us know at least 3 days prior to the course and attach a written description of your needs.

Refund/Cancellation Policy

A full refund will be issued if written notification is received by May 25th, otherwise a \$15 cancellation fee will be deducted from your refund. No refunds will be issued after May 26th.

To Register:

Send form and \$40 check payable to CHCBR, 906 N. Milam Street, Fredericksburg, TX 78624

To pay online, log on to Navica, Click News & Events and Association Events.

Registration Deadline:

May 25, 2017 - After Deadline add \$15 to registration fee!



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