



MAY 2023 CLASSES

Negotiation Techniques

COST: \$0
CREDITS: 0 CE Credits
INSTRUCTOR: Jack Amberg
USA Mortgage

WHERE: JET STREAM OFFICE
1710 Jet Stream Drive, Suite 200
Colorado Springs, CO 80921

SPONSOR: Tori Wilhelm with
Junk Removed Now

DESCRIPTION:
The #1 most valuable service a realtor brings to the table is the ability to negotiate a great deal. Remember, Great deals often feel very tight on both sides. In this class we look at 16 negotiation techniques and the situations when it might be best to use them. Every deal is different so it takes every tool in the kit bag to be great.

RSVP:
<https://www.eventbrite.com/e/557240269647>

MAY **02** 10 AM - 11 AM

Connection and Conversions-Part 1

COST: \$0
CREDITS: 0 CE Credits
INSTRUCTOR: Walter Parker
Emortgage Capital

WHERE: PUEBLO OFFICE
1401 Fortino Blvd Suite A
Pueblo, CO 81008

DESCRIPTION:
Show how to leverage, TikTok, Fb & IG and how to use the marketing to convert into closed sales

RSVP:
<https://www.eventbrite.com/e/556608820967>

MAY **03** 10 AM - 11:30 AM

Fundamentals of Investment Real Estate

COST: \$29
CREDITS: 2 CE Credit
INSTRUCTOR: Joseph Larkin
First Realty Advisors

WHERE: ONLINE

DESCRIPTION:
-How to differentiate between real estate investment and occupier markets.
-Identify the major real estate asset classes.
-Illustrate investment strategies.
-Create a system to categorize investors.
-How to estimate the annual operating statement
-Calculate Net Operating Income.
-Demonstrate and employ performance measurements.
-Introduction to the basic real estate investment performance measurements.
-Determine if leveraging increases the return on a real estate investment.

RSVP:
<https://www.eventbrite.com/e/fundamentals-of-investment-real-estate-tickets-556577547427>

MAY **04** 10 AM - 12 PM

Understanding Non-QM Loans - A Realtor's Untapped Market

COST: \$0
CREDITS: 1 CE Credits
INSTRUCTOR: Michael D Steller
Steller Mortgage

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Tori Wilhelm with
Junk Removed Now

DESCRIPTION:
Non-Agency Loan Products allows agents to work with an untapped market of home buyers and underserved Americans. The buyers are looking for a mortgage that fits their needs so they can purchase the home of their dreams, and this CE Class will teach them how to better understand this market in order to direct their clients in the ever-expanding mortgage market.

RSVP:
<https://www.eventbrite.com/e/577160862677>

MAY **04** 1:30 PM - 3:00 PM

LinkedIn for Realtors Class

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Michael D Steller
Steller Mortgage

WHERE: ONLINE

DESCRIPTION:
LinkedIn provides opportunities for content marketing and distribution, impressive SEO boosts, and setting yourself (and your brand) apart as an industry leader. Create lasting impressions on your audience with articles, or reach new viewers with video. With a thriving platform, LinkedIn is your one-stop shop to solid social proof and the ability to build invaluable brand loyalty.

Most likely, all you need are a few small tweaks to turn your LinkedIn profile into a connection magnet. From video to articles that boost your SEO across the web, this upcoming class, will teach you techniques to enjoy the many benefits of LinkedIn for Realtors.

RSVP:
<https://us06web.zoom.us/j/90EiH0LvAtD1s7a6gpyj3>

MAY **08** 1:30 PM - 3:00 PM

Custom Home Building Class

COST: \$0
CREDITS: 1 CE Credits
INSTRUCTOR: Dakota Shafer
C.J. Gardner Homes

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Bryan Emrick with Bank Central

DESCRIPTION:
This course will teach brokers about the custom home process, what due diligence they need to complete when helping buyers purchase a lot and the financing options available. It will help the brokers better serve their clients while assisting them in the custom home building process.

RSVP:
<https://www.eventbrite.com/e/515234358837>

MAY **09** 10 AM - 11:30 AM

JET STREAM COS LOCATION

PUEBLO LOCATION

ONLINE CLASS

DOWNTOWN COS LOCATION

ONLINE CLASS

DOWNTOWN COS LOCATION

ONLINE CLASS

Top Social Media Trends for Real Estate Agents in 2023

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Ian Lee
Draper and Kramer Mortgage Corp.

WHERE: ONLINE

DESCRIPTION:
This class will help better prepare you to master and execute the top Social Media Trends for the New Year!

RSVP:
https://us06web.zoom.us/meeting/register/tZEQuuqrqT8iGdZ9dHk8gsYNi7Fp_m7-IGai

MAY **09** 3 PM - 4 PM

ONLINE CLASS

The Brand of You (How to brand yourself to succeed in the modern world of Real Estate)

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Ian Lee
Draper and Kramer Mortgage Corp.

WHERE: ONLINE

DESCRIPTION:
- Learn how to position, package and promote yourself
- Discover the path to building trust, growing influence and attracting your ideal clients by crafting a compelling personal brand.
- Implement that brand with 4 simple steps

RSVP:
<https://us06web.zoom.us/meeting/register/tZALce2qqT0iH9zgahb8cvmrTf0GwRaCdhg>

MAY **10** 10 AM - 11 AM

WOODLAND PARK LOCATION

Intro To Divorce Real Estate

COST: \$0
CREDITS: 3 CE Credits
INSTRUCTOR: Jessica Howard
Spire Financial

WHERE: WOODLAND PARK OFFICE
18401 US-24 #114
Woodland Park, CO 80863

DESCRIPTION:
Introduction to Divorce Real Estate identifies issues that affect selling and buying real estate in relation to a divorce and examines related studies and statistics as a starting point towards this specialized niche.

RSVP:
<https://www.eventbrite.com/e/522953296387>

MAY **10** 1 PM - 4 PM

JET STREAM COS LOCATION

The Unknown Power of VA Loans

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Zack Tarbet
Tarbet Mortgage Team - Edge Home Finance

WHERE: JET STREAM OFFICE
1710 Jet Stream Drive, Suite 200,
Colorado Springs, CO 80921

DESCRIPTION:
Understanding the basics of VA Loans, the VA Loan Appraisal process, and how to make a VA loan offer stand out.

RSVP:
<https://www.eventbrite.com/e/552877500487>

MAY **11** 1 PM - 2 PM

DOWNTOWN COS LOCATION

Marketing Your Listing: What's The Deal With The Reels?

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Dmitry Choukline
PixVid

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Marquise Bowers & Timothy Chase with 719 Lending
DESCRIPTION:
Throughout this class, we'll explore the benefits of video reels, take a look at some examples of effective video reels in action, and discuss how you can incorporate video into your own real estate marketing strategy. By the end of this talk, you'll have a better understanding of how video can help you stand out in a competitive market and attract more buyers or renters to your properties.

RSVP:
<https://www.eventbrite.com/e/608860045787>

MAY **15** 1:30 PM - 2:30 PM

JET STREAM COS LOCATION

Marketing VS. Branding

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Bryan Petty - PixVid

WHERE: JET STREAM OFFICE
1710 Jet Stream Drive, Suite 200,
Colorado Springs, CO 80921

DESCRIPTION:
Throughout this class, we'll explore the differences between marketing and branding and how to effectively use them. How to not put the cart before the horse.

RSVP:
<https://www.eventbrite.com/e/609375968927>

MAY **16** 10 AM - 11 AM

DOWNTOWN COS LOCATION

US Copyright Law and Intellectual Property Law

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Tyler Grundvig
PixVid

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Andrea Atzbach
719 Lending

DESCRIPTION:
Throughout this class, we'll explore the legalities and implications of US copyright law and Intellectual Property law as it relates to photography in real estate media. What you need to know to protect yourself from lawsuits.

RSVP:
<https://www.eventbrite.com/e/611096906297>

MAY **16** 1:30 PM - 2:30 PM

DOWNTOWN COS LOCATION

Real Estate Performance Measurements Using Excel

COST: \$59
CREDITS: 4 CE Credit
INSTRUCTOR: Joseph Larkin
First Realty Advisors

WHERE: DOWNTOWN OFFICE
101 Sahwatch St, 2nd Floor
Colorado Springs, CO 80903

SPONSOR: Marquise Bowers & Timothy Chase with 719 Lending

DESCRIPTION:

- How to estimate the one-year financial performance of a real estate investment.
- A review of the annual cash-flow model.
- Calculate mortgage payments and loan balances using Excel.
- Introduction to 10 performance measurements used to evaluate a real estate investment.
- How to build a cash-flow statement & calculate performance measurements using Excel.
- Use a pre-populated Excel spreadsheet designed to complete performance measurements.

RSVP:
<https://www.eventbrite.com/e/557083079487>

MAY **17** 9 AM - 1 PM

WOODLAND PARK LOCATION

Prospecting 101 (Building referrals sources for buyers)

COST: \$0
CREDITS: 0 CE Credit
INSTRUCTOR: Jack Amberg
USA Mortgage

WHERE: WOODLAND PARK OFFICE
18401 US-24 #114
Woodland Park, CO 80863

DESCRIPTION:
A professional realtor, thinking as a business woman or business man, does not look to develop a referral, but rather a source of referrals. This class discusses systematic ways to develop sources of referrals by connecting with decision makers who have knowledge of when people are moving. It also teaches the value of the research from the national association of Realtors in building a business.

RSVP:
<https://www.eventbrite.com/e/557246277617>

MAY **18** 10 AM - 11 AM

ONLINE CLASS

Advanced CTMeContracts

COST: \$20
CREDITS: 2 CE Credits with \$20
INSTRUCTOR: CTMeContracts

WHERE: ONLINE

DESCRIPTION:

- Ordering and moving O&E's to transactions
- Updating deadline dates
- Working with a non-Contracts User

RSVP:
https://www.ctmecontracts.com/eContracts/wp/ctm/Trainings/Classes_Resistration.asp?Class_GUID=3d433b68-ff3d-4085-81cc-441c80c5a646&Location_email=on

MAY **19** 9:30 AM - 11:30 AM

ONLINE CLASS

Commercial Real Estate Basics

COST: \$29
CREDITS: 2 CE Credit
INSTRUCTOR: Joseph Larkin
First Realty Advisors

WHERE: ONLINE

DESCRIPTION:

- How to differentiate between real estate investment and occupier markets.
- Looking at real estate through the lens of the occupier.
- The "Four Worlds of Real Estate."
- Explore the options of the occupier.
- Overview of the request for proposal and letter of intent.
- Describe how to measure space using the BOMA methods.
- Appraise how lease terms impact the occupier's business strategy.
- Discuss negotiating lease terms that support the occupier's goals.
- Introduction to the occupier's cost measurements to occupy its real estate.
- Demonstrate the occupier's cost measurements calculation for a multi-year lease.

RSVP:
<https://www.eventbrite.com/e/commercial-real-estate-basics-tickets-556621559067>

MAY **22** 1:30 PM - 3:30 PM

ONLINE CLASS

2023 Annual Commission Update

COST: \$40
CREDITS: 4 CE Credits
INSTRUCTOR: Joe Kaiser
Keller Williams Freedom Realty

WHERE: ONLINE

DESCRIPTION:
Annual Commission Update as required from the Colorado Real Estate Commission

RSVP:
<https://us02web.zoom.us/join/register/tZyud-6gpzKjC9evekas7mVjXgfnRL6fnC-m>

MAY **23** 1 PM - 5 PM

