

# 2010 Premier Post-License Schedule

## Class Hours

**9:00 AM – 4:00 PM**

## Tech Training

**8:30 AM – 3:30 PM**

**Session I**    March 3<sup>rd</sup> to 5<sup>th</sup>  
                  March 10<sup>th</sup> to 12<sup>th</sup>

March 1<sup>st</sup> - MLXChange  
March 8<sup>th</sup> – Business Mgr Part 1  
March 29<sup>th</sup> – Business Mgr Part 2

**Session II**    May 19<sup>th</sup> to 21<sup>st</sup>  
                  May 26<sup>th</sup> to 28<sup>th</sup>

May 24<sup>th</sup> – Business Mgr Part 2  
June 2<sup>nd</sup> - MLXChange  
June 14<sup>th</sup> – Business Mgr Part 1

**Session III**    August 18<sup>th</sup> to 20<sup>th</sup>  
                  August 25<sup>th</sup> to 27<sup>th</sup>

August 8<sup>th</sup> – MLXChange  
August 16<sup>th</sup> – Business Mgr Part 1  
August 23<sup>rd</sup> – Business Mgr Part 2

**Session IV**    Nov 3<sup>rd</sup> to Nov 5<sup>th</sup>  
                  Nov 10<sup>th</sup> to Nov 12<sup>th</sup>

Nov 1<sup>st</sup> - MLXChange  
Nov 8<sup>th</sup> – Business Mgr Part 1  
Nov 15<sup>th</sup> – Business Mgr Part 2

**Classes available at no charge to  
Prudential First Realty Real Estate Sales Associates  
and Statewide Franchise Offices**

**First School of Real Estate**

**5500 Westown Parkway, Suite 120**

**West Des Moines, IA 50266**

**To register call Mike Smith 1-800-798-0348 or 1-515-453-7659**

**mike\_smith@firstrealtyhomes.com**

# Premier Post License Class Agenda

## **Day I**

9:00 AM – 4:00 PM  
Assignment

Introduction and Forms  
True Forms & Forms Library

## **Day II**

9:00 AM – 4:00 PM

Beginning & Advanced Calculator  
Financing (Buyer & Seller Costs)

## **Day III**

9:00 AM – 4:00 PM

Financing (Underwriters)  
Conventional, FHA & VA Programs  
Home Services Lending  
Case Studies

Assignment

## **Day IV**

9:00 AM – 4:00 PM  
Assignment

Prospecting – System & Programs  
Tool Kit  
Prudential Action Pack & Sharper Agent/  
Mail Print

## **Day V**

9:00 AM – 4:00 PM

HSA Warranty  
Assignments Review  
Buying Practices (Qualifying & Showing)  
(Negotiating the Offer)  
(Presenting the Offer)

**Day VI**

1:00 AM – 4:00 PM

Listing Practices  
FSBO's & Expireds  
CMA & Develop Listing Presentation  
Listing Presentation  
Policies & Procedures  
Home Inspections - AmeriSpec  
Prudential Action Pack

Assignment

**Day VII, VIII, IX**

Training at Corporate

1. MLXchange
2. Business Manager Part I & II
3. M.E.S.
4. Sharper Agent
5. Tool Kit
6. CMA's