

# **So, You're Licensed to Sell Real Estate!**

**So, What Are You Doing Now?**

**Getting Started, There is a Reason  
They're Not Called Basics Anymore!**

Your Toolbox?      Your Database?  
Are you a Secret Agent?

Do you know where your next listing  
is coming from?

Marketing Materials

Email/Templates/Subscriptions

## **Selling Real Estate... Working With Home Buyers**

You're Onstage/No ReDos      5 W's      The Home Buying Process

Mortgages..Mortgage Payments.. Closing Costs

Buyer Information Packet      Preparing Contract to Get It Signed

## **Listing Real Estate: The Listing Appointment and**

The Challenge      **Marketing Presentation**      The CMA Presentation

The Property Inspection

The Marketing Presentation      Marketing Information

The Listing Agreement

# So You're A Licensed Real Estate Agent Now What

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