Beyond Homes®

Success Agent! Training Program

Class	Completed
• Getting Started!	☐
• CAR Real Estate Purchase Agreement	☐
• CAR Residential Listing Agreement	☐
• Statutory & Other Disclosures	☐
• Contract Addendums, Miscellaneous Forms, etc.	☐
• Prospecting Techniques	☐
• Steps in the Buying Process (Pre-qualify through closing)	☐
• Preparing, Presenting, and Negotiating Offers	☐
• Searching for Properties with ListTrak/REILweb	☐
• Agent TDS Inspection & Red Flags	☐
• Showing Property Techniques	☐
• Competitive Market Analysis (CMA)	☐
• Buyer's Cost & Seller's Net Sheets	☐
• Listing Presentation Techniques & Negotiating Fees	☐
• Open House Techniques/Tips & Staging	☐
• PRDS Purchase Contract	☐
• PRDS Listing Contract	☐
• Property Inspections (Pest, Home, Roof, etc)	☐
• Loan Process	☐
• Business Plans & Your Goals	☐
• Beyond Homes File Requirements	☐