

# ProStart I (*Washington Real Estate Practices*)

**30 Clock Hours - \$325**

**Mon: 10am-4pm, Tue-Thur: 8:30am-4pm, Fri: 8:30am-2:30pm**

## Monday

<b>Windermere's New Agent Welcome &amp; Networking Social</b> <i>Presented by Chip Painter, Jill Wood, Jan Edmondson, and Michael Fanning</i>	Learn about Windermere's history, the growth of the company, and what tools are offered exclusively to Windermere agents.  Immediately following the <i>New Agent Welcome</i> , Crossings Clothing Company will be available with samples of merchandise, as well as representatives from Windermere's Marketing & Technology departments. Lunch will be provided courtesy of The Escrow Group.	10-12pm	\$0
<b>Agency Relationships</b> <i>Taught by Demco Law</i>	This legal course will cover topics such as: Agency Law, the Buyer Agency Agreement, and the Customer Agreement.	12-4pm 4 clock hours	\$49

## Tuesday

<b>Evaluating Residential Properties</b> <i>Taught by Chad Zinda</i>	Discuss how to price a home and the criteria used to arrive at market value. Review how to package and present a CMA.	8:30am-12pm 3.5 clock hours	\$49
<b>Listing Agreement Forms</b> <i>Taught by Julie Nugent</i>	This course will cover all aspects of Listing Agreement forms: Contract form, Listing Input Sheet, Seller Property Disclosure - Form 17, Addenda to the Listing Agreement.	12:30-4pm 3.5 clock hours	\$49

## Wednesday

<b>Purchase &amp; Sale Agreements</b> <i>Taught by Chad Zinda or Kim Witzig</i>	Review components of the Purchase & Sale Agreement and various addenda. Learn how to present and negotiate an offer, counter-offer, and multiple offers.	8:30am-4pm 7 clock hours	\$69
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## Thursday

<b>Finance &amp; Closing</b> <i>Taught by Tami Bill with presentations by Commonwealth Title &amp; The Escrow Group</i>	Understand the elements of Conventional, FHA, and VA financing. Discuss qualifying procedures and requirements. Representatives from Commonwealth Title and The Escrow Group will be available to answer questions and discuss their roles.	8:30am-4pm 7 clock hours	\$69
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## Friday

<b>Windermere Standards of Practice</b> <i>Presented by Pat Grimm</i>	Learn the Windermere Standards of Practice and what is expected of you as a Windermere agent.	8:30-9am	\$0
<b>Negotiating &amp; Sales Techniques</b> <i>Taught by Rick Franz</i>	Beyond what the title implies, this course covers numerous aspects of the real estate industry: how to be an "effective" representative for your client, structuring and presenting offers, Fair Housing laws & regulations, how to handle multiple offer situations, and when it is helpful to have an assistant.	9am-2:30pm 5 clock hours	\$59