

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>1 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(H) Surviving the First 6 Months as a REALTOR® • 3 Hrs CE • 9:30-12:30</p> <p>(C) email Marketing • 9:30-12</p> <p>(C) Mobile Marketing • 1-3</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>2 (H) MLS: Matrix 301 • 10-12</p> <p>(H) Tax Certificates: Everything You Need To Know • 9-10:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) The Power of Photos To Sell Your Listings • 1:30-4</p> <p>(H) Realtor Property Resource (RPR) Basics: 1-2 • Mobile: 2-3</p> <p>(C) Realtor Property Resource (RPR) Basics: 9:30-10:30 • Mobile: 10:30-11:30</p> <p>(C) The Power of Photos To Sell Your Listings • 9:30-11</p> <p>(C) Finding Buyers • 1-3</p> <p>(N) Form Simplicity (Spanish) • 9:30-12</p> <p>(N) Dotloop (Spanish) • 1:30-4</p>	<p>3 (H) ProxioPro Basic: 10-12 • Advanced: 2-4</p> <p>(H) Contract Compliance with Matey Veissi • 10-12:30</p> <p>(H) Be a Global Real Estate Professional • 1-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>4 (H) Commercial Marketplace • 8:30-11:30</p> <p>(H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(H) Listingbook Morning: 10-11:30 • Afternoon: 1-2:30</p> <p>(C) Social Media Marketing Part 1: 9:30-12 • Part 2: 1:30-4</p> <p>(N) MLS: Matrix 301 (Spanish) • 9:30-12</p> <p>(N) iMAPP (Spanish) • 1:30-4</p>	<p>5 (H) iMAPP • 10-12</p> <p>(H) REALTOR® Property Resource (RPR) (Spanish) Basics: 1:30-3 (Spanish) Mobile: 3-4</p> <p>(H) Communicate, Collaborate & Connect (YPN Event) • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Realtor Property Resource (RPR) (Spanish) Basics: 9:30-11 (Spanish) Mobile: 11-12</p> <p>(C) MLS: Matrix 301 • 2-4</p> <p>(N) ProxioPro (Spanish) Basic: 9:30-12 • Advanced: 1:30-4</p>

(C) FREC II Broker Pre-License Course • April 17-May 3 (Select Dates) • 9-6 • Cost \$475 • www.sfreschool.com

(C) CAM License Course • May 4-5 • 8-6 • Cost: \$199

<p>8 (H) Marketing Tools To Gain That Competitive Edge • 9:30-12</p> <p>(H) Marketing Tools To Set Yourself Apart • 1:30-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(C) Improving Sales Strategies & Closing Techniques • 10-12</p>	<p>9 (H) MLS: Matrix 301 • 10-12</p> <p>(H) Realist Tax Roll Solution • 2-4</p> <p>(H) Farming Strategies To Get Those Listings • 3 Hrs CE • 9:30-12:30</p> <p>(H) Short Sales 101 (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Social Media Marketing (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4</p>	<p>10 (H) Introduction to CMA • 9:30-10:30</p> <p>(H) CMA Workshop • 11-1</p> <p>(H) The 3 P's: Priorities, Productivity & Procrastination • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) Designing Your Best Year Ever with Rene Rodriguez • 12:30-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) Social Media Management Advanced (Spanish) • 9:30-12 Advanced (English) • 2-4</p> <p>(C) 1031 Real Estate Exchanges 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>11 (H) Form Simplicity • 10-12</p> <p>(H) Dotloop • 2-4</p> <p>(C) Marketing Tools To Win That Listing Prospecting & Farming • 9:30-12 Present the CMA • 1:30-4</p>	<p>12 (H) Beyond Your MLS English: 10-12 • Spanish: 1:30-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(N) Introduction to CMA (Spanish) Part 1: 9:30-11 • Part 2: 1:30-30</p> <p>(H) CIPS: Asia & Int'l RE • 7 Hrs CE May 12 • 8-5 • Mbrs. \$79/Non. \$99</p>
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(H) CRS 202 (Spanish) • May 11-12 • 8-5:30 • Mbrs. \$199/Non. \$249
 (H) CRS 202 (English) • May 11-12 • 11 Hrs CE • 8:30-5 • Mbrs. \$199/Non. \$249

(C) Certified Luxury Home Marketing Specialist (CLHMS) Designation May 11-12 • 8:30-5 • Mbrs. \$495/Non. \$550 • luxuryhomemarketing.com

(N) FREC I Pre-Licensing Course (Spanish) • May 8-17 • 9-5 • Cost: \$395 • www.sfreschool.com

<p>15 (H) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 1-2</p> <p>(H) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 2-3</p> <p>(C) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30</p> <p>(C) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30</p>	<p>16 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(C) Realist Tax Roll Solution • 2-4</p>	<p>17 (H) MLS: Matrix (Spanish) 101: 10-12 • 201: 2-4</p> <p>(C) iMAPP Tax Roll Solution English: 10-12 • Spanish: 1:30-4</p> <p>(N) REO & BPO's (Spanish) • 10-3:30 Mbrs. \$45/Non. \$75/On-site \$55/90</p>	<p>18 (H) Investment Analysis & Research for Commercial Realtors Part 1: 10-12 • Part 2: 1-3</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(C) Foreign Investment for Immigration Purposes: Top 5 Visas (Spanish) • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(C) CAM State Prep Review • 1-5</p>	<p>19 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(C) Lunch & Learn: Using the Home Inspection To Seal the Deal • 11:30-1 Mbrs. No Cost/Non. \$25</p> <p>(N) REALTOR® Property Resource (Spanish) Basics: 9:30-11 (Spanish) Mobile: 11-12</p>
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(N) FREC I Pre-Licensing Course (Spanish) • May 8-17 • 9-5 • Cost: \$395 • www.sfreschool.com

(C) FREC I Pre-Licensing Course • May 15-23 • 9-6 • Cost: \$395 • www.sfreschool.com

<p>22 (H) Marketing Tools To Win That Listing Prospecting & Farming: 9:30-12 Present the CMA: 1:30-4</p> <p>(C) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p> <p>(N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>23 (H) MLS: Matrix 301 • 10-12</p> <p>(H) MLS: Matrix 101 • 2-4</p> <p>(H) New Member Orientation • 9:30-1</p> <p>(C) MLS: Matrix 101: 10-12 • 201: 1-3</p> <p>(N) Understanding the FAR Bar "AS IS" Contract (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>24 (H) iMAPP (Spanish) • 9:30-12</p> <p>(H) MLS: Matrix Add/Edit • 2-3:30</p> <p>(H) Incorporating 101: Why RE Agents Should Consider Forming a PA or LLC 10-12 • Mbrs. No Cost/Non. \$25</p> <p>(C) Marketing Tools To Gain That Competitive Edge • 9:30-12</p> <p>(C) Trends in the Marketplace • 10-12</p> <p>(C) Marketing Tools To Set Yourself Apart • 1:30-4</p> <p>(N) New Member Orientation (Spanish) • 9:30-1</p> <p>(N) Realist Tax Roll Solution (Spanish) • 2-4</p>	<p>25 (H) MLS: Matrix 101: 10-12 • 201: 2-4</p> <p>(H) Single & Multi-Family Investing • 9-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) Leasing & Property Management (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p> <p>(H) Improving Sales Strategies & Closing Techniques • 10-12</p> <p>(C) New Member Orientation • 9:30-1</p> <p>(C) Realist Tax Roll Solution (Spanish) • 10-12:30</p> <p>(C) Introduction to MLS • 2-4</p>	<p>26 (H) Intro to CMA (Spanish) • 9:30-10:30</p> <p>(H) CMA Workshop (Spanish) • 11-1</p> <p>(C) Working with Investors Finding Deals • 9:30-12 Making It Work • 1:30-4</p> <p>(N) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30</p> <p>(N) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30</p>
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(C) FREC I Pre-Licensing Course • May 15-23 • 9-6 • Cost: \$395 • sfreschool.com

29 MIAMI Association of REALTORS®
Offices Closed
 for Memorial Day
 Have a Safe and Happy Holiday!

30 (C) ProxioPro Basic: 10-12 • Advanced: 1-3

31 (H) MLS: Matrix 101: 10-12 • 201: 2-4

(H) If You Can't List You Can't Last 3 Hrs CE • 9:30-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50

(H) Flood Update •

(C) Show Me the Money English: 10-12 • Spanish: 1:30-4

(N) email Marketing (Spanish) • 9:30-12

(N) Mobile Marketing (Spanish) • 1:30-4

What is Virtual Staging?

Virtual Home Staging is the process of digitally placing beautiful home furnishings onto property pictures. It helps potential buyers visualize their future home and is proven to significantly boost property appeal. You will be amazed with the results!

<http://www.PadStyler.com/miamire>
 Use Promo Code MIAMIRE



- Sell homes faster and for more money using Virtual Home Staging.
- Stage homes digitally for a fraction of the cost of traditional staging.
- Your first staged photo is FREE, exclusive offer for members of MIAMI Association of REALTORS®.

Product of the MONTH

May 2017 Events

REGISTER ONLINE at miamire.com/calendar

or Circle the event & Fax to (305) 468-7070 or Email: registration@miamire.com

For questions 305.468.7066

INTRO TO MLS
THU. 5/25 2:00-4:00 (C)

MLS: MASTERING MATRIX 101
MON. 5/1 10:00-12:00 (H)
WED. 5/3 10:00-12:00 (C)
THU. 5/4 10:00-12:00 (H)
MON. 5/8 10:00-12:00 (C)
FRI. 5/12 10:00-12:00 (C)
TUE. 5/16 10:00-12:00 (H)
THU. 5/18 10:00-12:00 (C)
FRI. 5/19 10:00-12:00 (H)
FRI. 5/19 10:00-12:00 (C)
TUE. 5/23 2:00-4:00 (H)
TUE. 5/23 10:00-12:00 (C)
THU. 5/25 10:00-12:00 (H)
WED. 5/31 10:00-12:00 (H)

MLS: MATRIX CUSTOMIZATION201
MON. 5/1 2:00-4:00 (H)
WED. 5/3 1:00-3:00 (C)
THU. 5/4 2:00-4:00 (H)
MON. 5/8 1:00-3:00 (C)
FRI. 5/12 1:00-3:00 (C)
TUE. 5/16 2:00-4:00 (H)
THU. 5/18 1:00-3:00 (C)
FRI. 5/19 2:00-4:00 (H)
FRI. 5/19 1:00-3:00 (C)
TUE. 5/23 1:00-3:00 (C)
THU. 5/25 2:00-4:00 (H)
FRI. 5/31 2:00-4:00 (H)

MLS: MATRIX SUPER USER WKSP 301
TUE. 5/2 10:00-12:00 (H)
FRI. 5/5 2:00-4:00 (C)
TUE. 5/9 10:00-12:00 (H)
TUE. 5/23 10:00-12:00 (H)

MLS: MATRIX ADD/EDIT
WED. 5/24 2:00-3:30 (H)

BEYOND YOUR MLS
FRI. 5/12 10:00-12:00 (H)

IMAPP TAX ROLL SOLUTIONS
FRI. 5/5 10:00-12:00 (H)
WED. 5/17 10:00-12:00 (C)

REALIST TAX ROLL SOLUTIONS
TUE. 5/9 2:00-4:00 (H)
TUE. 5/16 2:00-4:00 (C)

REALTOR PROPERTY RESOURCE-BASICS
TUE. 5/2 1:00-2:00 (H)
TUE. 5/2 9:30-10:30 (C)

REALTOR PROPERTY RESOURCE-MOBILE
TUE. 5/2 2:00-3:00 (H)
TUE. 5/2 10:30-11:30 (C)

10 WAYS RPR - ADVANCED
MON. 5/15 1:00-2:00 (H)
MON. 5/15 9:30-10:30 (C)

PERFECT PRICING RPR - ADVANCED
MON. 5/15 2:00-3:00 (H)
MON. 5/15 10:30-11:30 (C)

INTRO TO CMA
WED. 5/10 9:30-10:30 (H)

CMA WORKSHOP
WED. 5/10 11:00-1:00 (H)

SHOW ME THE MONEY
WED. 5/31 10:00-12:00 (C)

FORM SIMPLICITY
THU. 5/11 10:00-12:00 (H)

DOTLOOP
THU. 5/11 2:00-4:00 (H)

COMPETITIVE ADVANTAGE
MON. 5/8 9:30-12:00 (H)
WED. 5/24 9:30-12:00 (C)

SET YOURSELF APART
MON. 5/8 1:30-4:00 (H)
WED. 5/24 1:30-4:00 (C)

PROSPECTING & FARMING
THU. 5/11 9:30-12:00 (C)
MON. 5/22 9:30-12:00 (H)

PRESENT THE CMA
THU. 5/11 1:30-4:00 (C)
MON. 5/22 1:30-4:00 (H)

WORKING W/ INVESTORS: PT. 1
FRI. 5/26 9:30-12:00 (C)

WORKING W/ INVESTORS: PT. 2
FRI. 5/26 1:30-4:00 (C)

EMAIL MARKETING
MON. 5/1 9:30-12:00 (C)
THU. 3/30 9:30-12:00 (H)

MOBILE MARKETING
MON. 5/1 1:00-3:00 (C)
THU. 3/30 2:00-4:00 (H)

PROXIO - BASIC
WED. 5/3 10:00-12:00 (H)
TUE. 5/30 10:00-12:00 (C)

PROXIO - ADV
WED. 5/3 2:00-4:00 (H)
TUE. 5/30 1:00-3:00 (C)

SOCIAL MEDIA MARKETING - PT. 1
THU. 5/4 9:30-12:00 (C)

SOCIAL MEDIA MARKETING - PT. 2
THU. 5/4 1:30-4:00 (C)

SOCIAL MEDIA MANAGEMENT
WED. 5/10 2:00-4:00 (C)

INVESTMENT ANALYSIS & RESEARCH - COMMERCIAL: PT. 1
THU. 5/18 10:00-12:00 (H)

INVESTMENT ANALYSIS & RESEARCH - COMMERCIAL: PT. 2
THU. 5/18 1:00-3:00 (H)

SPANISH TECH TRAINING
MLS: MASTERING MATRIX 101
MON. 5/1 9:30-12:00 (N)
WED. 5/3 9:30-12:00 (N)
WED. 5/17 10:00-12:00 (H)
MON. 5/22 9:30-12:00 (C)
MON. 5/22 9:30-12:00 (N)

MLS: MATRIX CUSTOMIZATION201
MON. 5/1 1:30-4:00 (N)
WED. 5/3 1:30-4:00 (N)
WED. 5/17 2:00-4:00 (H)
MON. 5/22 1:30-4:00 (C)
MON. 5/22 1:30-4:00 (N)

MLS: MATRIX SUPER USER WKSP 301
THU. 5/4 9:30-12:00 (N)

BEYOND YOUR MLS
FRI. 5/12 1:30-4:00 (H)

IMAPP
THU. 5/4 1:30-4:00 (N)
WED. 5/17 1:30-4:00 (C)
WED. 5/24 9:30-12:00 (H)

REALIST
WED. 5/24 2:00-4:00 (N)
THU. 5/25 10:00-12:30 (C)

SHOW ME THE MONEY
WED. 5/31 1:30-4:00 (C)

FORM SIMPLICITY
TUE. 5/2 9:30-12:00 (N)

DOTLOOP
TUE. 5/2 1:30-4:00 (N)

RPR-BASICS
FRI. 5/5 1:30-3:00 (H)
FRI. 5/5 9:30-11:00 (C)
FRI. 5/19 9:30-11:00 (N)

RPR-MOBILE
FRI. 5/5 3:00-4:00 (H)
FRI. 5/5 11:00-12:00 (C)
FRI. 5/19 11:00-12:00 (N)

RPR-10 WAYS TO EARN
FRI. 5/26 9:30-10:30 (N)

RPR- PERFECT PRICING
FRI. 5/26 10:30-11:30 (N)

INTRO TO CMA
FRI. 5/12 9:30-11:00 (N)
FRI. 5/26 9:30-10:30 (H)

CMA WORKSHOP
FRI. 5/12 1:30-3:00 (N)
FRI. 5/26 11:00-1:00 (H)

EMAIL MARKETING
WED. 5/31 9:30-12:00 (N)

MOBILE MARKETING
WED. 5/31 1:30-4:00 (N)

SOCIAL MEDIA MARKETING - PT. 1
TUE. 5/9 9:30-12:00 (C)

SOCIAL MEDIA MARKETING - PT. 2
TUE. 5/9 1:30-4:00 (C)

SOCIAL MEDIA MANAGEMENT
WED. 5/10 9:30-12:00 (C)

PROXIO - BASIC
FRI. 5/5 9:30-12:00 (N)

PROXIO - ADVANCED
FRI. 5/5 1:30-4:00 (N)

TIME MANAGEMENT

Listingbook

Thurs., May 4 • 10-11:30 & 1-2:30 • Mbrs. No Cost
MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400

MARKETING

Improving Sales Strategies & Closing Techniques

Mon., May 8 • 10:00-12:00 • Mbrs. No Cost
Coral Gables • 245 Alcazar Avenue

TECHNOLOGY

Introduction to CMA (Spanish)

Fri., May 12 • Part 1: 9:30-12 • Part 2: 1-3:30
NW Dade • 415 W 51st Place, Suite 200

COMMERCIAL

Investment Analysis & Research

Thursdy, May 18 • Part 1: 10-12 • Part 2: 1-3
Mbrs. No Cost/Non. \$25
MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400

INVESTMENT

Foreign Investment for Immigration: Visas

Thursday, May 18 • 10-12 • Presented in Spanish
Coral Gables • 245 Alcazar Avenue

LEGAL

FAR Bar AS IS Contract (Spanish)

Tue., May 23 • 10:00-12:30
Mbrs. No Cost/Non. \$25
NW Dade • 415 W 51st Place, Suite 200

MLS

MLS: Matrix Add/Edit

Wed., May 24 • 2:00-3:30 • Mbrs. No Cost/Non. \$25
MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400

INTERNATIONAL

ProxioPro: Int'l MLS & Global Referral Ntwk

Tues., May 30 • Eng.: 10-12 • Mbrs. No cost
Coral Gables • 245 Alcazar Avenue • Coral Gables

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