

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>1 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (H) Dotloop • 1:30-4 (C) Dotloop • 9:30-12 (C) Realtor Property Resource (RPR) Basics (Spanish): 9:30-11 Mobile (Spanish): 11-12 (C) MLS: Matrix 101 • 2-4 (C) Surviving the 1st Six Months as a REALTOR • 3 Hrs CE • 1-4 (N) Form Simplicity (Spanish) • 9:30-12 (N) Above &amp; Beyond Your MLS (Spanish) • 1:30-4</p>	<p>2 (H) MLS: Matrix 301 • 10-12 (H) MLS: Matrix 101 • 2-4 (H) Lease &amp; Rental Investment • 1:30-4:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) New Member Orientation • 9:30-1 (C) MLS: Rapattoni Sneak Peek Overview • 2-4:30</p>	<p>3 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (H) Commercial Marketplace Registration &amp; Breakfast: 8:30 Program: 9:00-11:30 (H) Foreign Investment for Immigration Purposes • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (C) 14 Hrs Continuing Education (Including 3 Hrs Core Law) • 9-4:30 • Mbrs. \$60/Non. \$80/\$100 3 Hours Core Law Only (Aug. 3) • 9-12 • Mbrs. \$35/Non. \$55/On-site \$75</p>	<p>4 (H) MLS: Rapattoni Sneak Peek Overview Morning: 9:30-12 • Afternoon: 1:30-4 (H) Working with Investors Finding Deals: 10-12 Making It Work: 2-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3</p>	
<p>7 (H) Listingbook: Social Media Bootcamp • 9:30-11 (H) Realtor Property Resource Basics (Spanish) • 9:30-11 Mobile (Spanish) • 11-12 (H) Improving Sales Strategies &amp; Closing Techniques • 10-12 (H) Form Simplicity • 1-3 (C) Email Marketing • 9:30-12 (C) Mobile Marketing • 1-3 (C) Discover Secrets to Becoming a Successful Listing Agent • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Listingbook: Social Media Bootcamp • 1-3</p>	<p>8 (H) Realist Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (H) FHA Financing and Why It's Important for Your Buyers • 10-11 Mbrs. No Cost/Non. \$25 (C) MLS: Matrix 301 • 10-12 (C) MLS: Matrix 101 • 2-4 (N) email Marketing (Spanish) • 9:30-12 (N) Lunch &amp; Learn: Expand Your Sales Market • 11:30-1 (N) Mobile Marketing (Spanish) • 2-4 (C) Property Management Certification 9-5 • Cost: \$149</p>	<p>9 (H) New Member Orientation (Spanish) • 9:30-1 (H) MLS: Matrix 101 (Spanish) • 2-4:30 (H) Buyer Representation • 1:30-4:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) Intro to Commercial Leasing • 9-10:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) How To Not Let the Inspection Mess Up Your Deal • 3 Hrs CE • 12:30-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) iMAP Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (N) MLS: Rapattoni Sneak Peek Session (Spanish Morning) • 9:30-12:30 (Spanish Afternoon) • 1:30-4:30</p>	<p>10 (H) Marketing Tools-Listing Prospecting &amp; Farming: 9:30-12 Present the CMA: 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Working with Foreign Investors (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) Leasing &amp; Property Management (Spanish) • 1-3:30 • Mbrs. \$15/Non. \$30 (H) 14 Hrs Continuing Education • Aug. 17-18 • 9-4:30 • Mbrs. \$60/Non. \$80/On-site \$100 (H) 3 Hrs Core Law Only • Aug. 17 (ONLY) • 9-12 • Mbrs. \$35/Non. \$55/On-site \$75</p>	<p>11 (H) MLS: Matrix 101: 10-12 201: 2-4 (C) MLS: Rapattoni Sneak Peek Morning: 9:30-12 Afternoon: 1:30-4</p>
<p>14 (H) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Social Media Marketing (Spanish) Part 1: 9:30-12 • Part 2: 1:30-4</p>	<p>15 (H) Introduction to Commercial Evictions • 9:00-10:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) Learn Email Marketing Tools &amp; Strategies to Convert More Leads • 1-3 Mbrs. \$15/Non. \$30/On-site \$25/50 (H) iMAP Tax Roll Solution English: 10-12 • Spanish: 1:30-4 (C) MLS: Matrix 301 • 10-12 (C) MLS: Matrix Add/Edit Listing Maintenance (Spanish) • 2-3:30 (N) FHA Financing and Why It's Important for Your Buyers • 10-11 Mbrs. No Cost/Non Mbrs. \$25</p>	<p>16 (H) email Marketing • 9:30-12 (H) Mobile Marketing • 2-4 (C) Form Simplicity • 10-12 (C) Above and Beyond Your MLS • 1-3 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4</p>	<p>17 (H) Marketing Tools-Listing Prospecting &amp; Farming: 9:30-12 Present the CMA: 1:30-4 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Working with Foreign Investors (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) Leasing &amp; Property Management (Spanish) • 1-3:30 • Mbrs. \$15/Non. \$30 (H) 14 Hrs Continuing Education • Aug. 17-18 • 9-4:30 • Mbrs. \$60/Non. \$80/On-site \$100 (H) 3 Hrs Core Law Only • Aug. 17 (ONLY) • 9-12 • Mbrs. \$35/Non. \$55/On-site \$75</p>	<p>18 (H) MLS: Matrix 101: 10-12 201: 2-4 (C) MLS: Rapattoni Sneak Peek Morning: 9:30-12 Afternoon: 1:30-4</p>
<p>Florida Realtors® Convention &amp; Trade Expo • Aug. 16-17 • Trade Expo FREE • Aug. 18-20 Governance Meetings Visit <a href="http://convention.floridarealtors.org">convention.floridarealtors.org</a> • Rosen Shingle Creek, Orlando, FL</p>				
<p>(C) 60 Hr Broker Post Licensing Course • Aug. 14-Aug. 24 (Select Dates) • Cost: \$225 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				
<p>45 Hr Post Licensing Course • Aug. 14-Aug. 18 • 9-6 • Mbrs. \$50 (Special Price)/Non. \$149 • 711 NW 72nd Avenue, Miami, 33126 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				
<p>45 Hr Post Licensing Course (Spanish) • Aug. 14-Aug. 18 • 9-6 • Mbrs. \$50 (Special Price)/Non. \$149 • 711 NW 72nd Avenue, Miami, 33126 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				
<p>21 (H) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30 (H) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30 (H) email Marketing (Spanish) • 1-3 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) MLS: Matrix (Spanish) 101: 9:30-12 • 201: 1:30-4 (N) 14 Hrs CE • Aug. 17-18 • 9-4:30 • Mbrs. \$60/Non. \$80/On-site \$100 (N) 3 Hrs Core Law Only • Aug. 17 (ONLY) • 9-12 • Mbrs. \$35/Non. \$55/On-site \$75</p>	<p>22 (H) New Member Orientation Registration: 9:00 • 9:30-1 (H) Introduction to MLS • 1:30-3 (H) Realtor Property Resource (RPR) Basics: 1-2 • Mobile: 2-3 (C) Realtor Property Resource (RPR) Basics: 9:30-10:30 Mobile: 10:30-11:30 (C) Show Me the Money • 1-3</p>	<p>23 (H) CMA Workshop Part 1: 9:30-10:30 • Part 2: 11-1 (H) Finding Buyers • 10-12 (H) Lunch &amp; Learn: Expand Your Sales Market w/New Construction • 11:30-1 (H) Seller Representation &amp; Realtor Branding • 1:30-4:30 (C) Working with Investors Finding Deals: 10-12 Making It Work: 1-3 (N) Proxio (Spanish) Basic: 9:30-12 • Advanced: 1:30-4 (N) Short Sales 101 (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (N) 1031 Exchange (Spanish) • 1-3:30 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>24 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (H) Commercial Contracts • 9:30-11 (H) Marketing for Broker Owner • 1-3 (C) Proxio Basic: 10-12 • Advanced: 1-3 (C) CAM Review • 1-5 (N) Increase Your Income From 50K-100K In Less Than 6 Mo. • 10-12 Mbrs. \$15/Non. \$30/On-site \$25/50</p>	<p>25 (H) MLS: Rapattoni Sneak Peek Sessions • 9:30-12 and 1:30-4 (H) MLS: Matrix 301 • 10-12 (C) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30 (C) Trends in the Marketplace • 10-12 (C) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30 (N) MLS: Matrix 301 (Spanish) • 9:30-12 (N) MLS: Matrix 101 (Spanish) • 1:30-4</p>
<p>(C) 60 Hr Broker Post Licensing Course • Aug. 14-Aug. 24 (Select Dates) • Cost: \$225 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				
<p>28 (H) MLS: Matrix 101: 10-12 • 201: 2-4 (C) CMA Workshop Part 1: 9:30-10:30 • Part 2: 11-1 (N) 10 Ways To Earn More Than the Competition Using RPR (Spanish) • 9:30-10:30 (N) Hit the Bullseye with Perfect Pricing Using RPR (Spanish) • 10:30-11:30 (N) Social Media Management (Spanish) • 1-3</p>	<p>29 (H) Show Me the Money! Finding Listings (Spanish) • 9:30-12 (H) Cloud CMA Morning: 10-11:30 • Afternoon: 1-2:30 (H) 10 Ways To Earn More Than the Competition with RPR • 1-2 (H) RPR: Intro to Commercial • 2-3 (H) Strategies (A to Z) for Becoming a Successful REALTOR (Spanish) • 10-12:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) 10 Ways To Earn More Than Your Competition with RPR • 9:30-10:30 (C) 3 Ways To Build Your Listing Inventory Using RPR • 10:30-11:30</p>	<p>30 (H) Social Media Marketing Part 1: 9:30-12 • Part 2: 1:30-4 (H) The Three P's • 1:30-4:30 Mbrs. \$15/Non. \$30/On-site \$25/50 (C) MLS: Matrix 101: 10-12 • 201: 1-3 (N) Marketing Tools To Gain That Competitive Edge (Spanish) • 9:30-12 (N) Marketing Tools To Set Yourself Apart (Spanish) • 1:30-4</p>	<p>31 (H) Building and Presenting the Listing Presentation • 9:30-4:30 (H) Social Media Management • 10-12 (H) Prospecting and Advertising on Social Media • 2-4 (C) MLS: Matrix 301 • 10-12 (C) Show Me the Money! Finding Listings (Spanish) • 1:30-4 (N) CMA Workshop (Spanish) Part 1: 9:30-10:30 • Part 2: 11-1:30</p>	
<p>(H) FREC II Broker Pre-License Course • Aug. 28-Sept. 12 (Select Dates) • 9-6 • Cost: \$475 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				
<p>(C) 45 Hr Post Licensing Course • Aug. 28-Sept. 1 • 9-6 • Cost: \$149 • <a href="http://www.sfrschool.com">www.sfrschool.com</a></p>				



Class schedules are subject to change  
Please go to [www.miamire.com/education](http://www.miamire.com/education) for the latest updates.

# August 2017 Events

REGISTER ONLINE at [miamire.com/calendar](http://miamire.com/calendar)

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

For questions 305.468.7066

## INTRODUCTION TO MLS

TUE. 8/22 1:30-3:00 (H)

## MLS: MASTERING MATRIX 101

TUE. 8/1 10:00-12:00 (H)

TUE. 8/1 2:00-4:00 (C)

WED. 8/2 2:00-4:00 (H)

THU. 8/3 10:00-12:00 (H)

FRI. 8/4 10:00-12:00 (C)

TUE. 8/8 2:00-4:00 (C)

MON. 8/14 10:00-12:00 (C)

THU. 8/17 10:00-12:00 (C)

FRI. 8/18 10:00-12:00 (H)

MON. 8/21 10:00-12:00 (C)

THU. 8/24 10:00-12:00 (H)

MON. 8/28 10:00-12:00 (H)

WED. 8/30 10:00-12:00 (C)

## MLS: MATRIX CUSTOMIZATION 201

TUE. 8/1 2:00-4:00 (H)

THU. 8/3 2:00-4:00 (H)

FRI. 8/4 1:00-3:00 (C)

MON. 8/14 1:00-3:00 (C)

THU. 8/17 1:00-3:00 (C)

FRI. 8/18 2:00-4:00 (H)

MON. 8/21 1:00-3:00 (C)

THU. 8/24 2:00-4:00 (H)

MON. 8/28 2:00-4:00 (H)

WED. 8/30 1:00-3:00 (C)

## MLS: MATRIX SUPER USER WKSP 301

WED. 8/2 10:00-12:00 (H)

TUE. 8/8 10:00-12:00 (C)

TUE. 8/15 10:00-12:00 (C)

FRI. 8/25 10:00-12:00 (H)

THU. 8/31 10:00-12:00 (C)

## MLS: RAPATTONI SNEAK PEEK

WED. 8/2 2:00-4:30 (C)

FRI. 8/4 9:30-12:00 (H)

FRI. 8/4 1:30-4:00 (H)

FRI. 8/18 9:30-12:00 (C)

FRI. 8/18 1:30-4:00 (C)

FRI. 8/25 9:30-12:00 (H)

FRI. 8/25 1:30-4:00 (H)

## ABOVE & BEYOND YOUR MLS

WED. 8/16 1:00-3:00 (C)

## IMAPP TAX ROLL SOLUTIONS

WED. 8/9 10:00-12:00 (C)

TUE. 8/15 10:00-12:00 (H)

## REALIST TAX ROLL SOLUTIONS

TUE. 8/8 10:00-12:00 (H)

## RPR-BASIC

TUE. 8/22 1:00-2:00 (H)

TUE. 8/22 9:30-10:30 (C)

## RPR-MOBILE

TUE. 8/22 2:00-3:00 (H)

TUE. 8/22 10:30-11:30 (C)

## 10 WAYS TO EARN USING RPR

WED. 8/29 1:00-2:00 (H)

TUE. 8/29 9:30-10:30 (C)

## RPR - LISTING INVENTORY

TUE. 8/29 10:30-11:30 (C)

## RPR: INTRO TO COMMERCIAL

TUE. 8/29 2:00-3:00 (H)

## CMA WORKSHOP - PT. 1

WED. 8/23 9:30-10:30 (H)

MON. 8/28 9:30-10:30 (C)

## CMA WORKSHOP - PT. 2

WED. 8/23 11:00-1:00 (H)

MON. 8/28 11:00-1:00 (C)

## SOCIAL MEDIA MRKT. - PT. 1

WED. 8/30 9:30-12:00 (H)

## SOCIAL MEDIA MRKT - PT. 2

WED. 8/30 1:30-4:00 (H)

## PROXIOPRO - BASIC

THU. 8/24 10:00-12:00 (C)

## PROXIOPRO - ADVANCED

THU. 8/24 1:00-3:00 (C)

## SPANISH TECH TRAINING

### MLS: MASTERING MATRIX 101

THU. 8/3 9:30-12:00 (N)

WED. 8/9 2:00-4:30 (H)

MON. 8/14 9:30-12:00 (H)

WED. 8/16 9:30-12:00 (N)

MON. 8/21 9:30-12:00 (N)

FRI. 8/25 1:30-4:00 (N)

### MLS: MATRIX CUSTOMIZATION201

THU. 8/3 1:30-4:00 (N)

MON. 8/14 1:30-4:00 (H)

WED. 8/16 1:30-4:00 (N)

MON. 8/21 1:30-4:00 (N)

### MLS: MATRIX SUPER USER 301

FRI. 8/25 9:30-12:00 (N)

### MLS: MATRIX ADD/EDIT

TUE. 8/15 2:00-3:30 (C)

### BEYOND YOUR MLS

TUE. 8/1 1:30-4:00 (N)

## IMAPP

WED. 8/9 1:30-4:00 (C)

TUE. 8/15 1:30-4:00 (H)

## REALIST

TUE. 8/8 1:30-4:00 (H)

## RPR-BASICS

TUE. 8/1 9:30-11:00 (C)

MON. 8/7 9:30-11:00 (H)

## REALTOR PROPERTY RESOURCE-MOBILE

TUE. 8/1 11:00-12:00 (C)

MON. 8/7 11:00-12:00 (H)

## REALTOR PROPERTY RESOURCE - 10 WAYS TO EARN

MON. 8/28 9:30-10:30 (N)

## REALTOR PROPERTY RESOURCE-HIT THE BULLSEYE W/ PERFECT PRICING

FRI. 8/25 10:30-11:30 (C)

MON. 8/28 10:30-11:30 (N)

## FORM SIMPLICITY

TUE. 8/1 9:30-12:00 (N)

## PROXIOPRO - BASIC

WED. 8/23 9:30-12:00 (N)

## PROXIOPRO - ADV

WED. 8/23 1:30-4:00 (N)

## CMA WORKSHOP - PT. 1

THU. 8/31 9:30-10:30 (N)

## CMA WORKSHOP - PT. 2

THU. 8/31 11:00-1:30 (N)

## SOCIAL MEDIA MARKETING- PT. 1

MON. 8/14 9:30-12:00 (N)

## SOCIAL MEDIA MARKETING- PT. 1

MON. 8/14 1:30-4:00 (N)

## SOCIAL MEDIA MANAGEMENT

THU. 8/31 10:00-12:00 (N)

## TECHNOLOGY

### Dotloop: Managing Online Transactions

Tues., Aug. 1 • 9:30-12:00 • Mbrs. No Cost/Non. \$25  
Coral Gables • 245 Alcazar Avenue • Coral Gables

## FINANCE

### FHA Financing - Importance for Buyers

Tues., Aug. 8 • 10:00-11:00 • Mbrs. No Cost  
MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

## MARKETING

### email Marketing (Presented in Spanish)

Tues., Aug. 8 • 9:30-12:00 • Mbrs. No Cost/Non. \$25  
NW Dade • 415 W 51st Place, Suite 200 • Hialeah

## COMMERCIAL

### Introduction to Commercial Leasing

Wed., Aug. 9 • 9:00-10:30 • Mbrs. \$15/Non. \$30  
Coral Gables • 245 Alcazar Avenue • Coral Gables

## INDUSTRY EVENT

### Florida REALTORS® Convention & Expo

Aug. 16-17 • [convention.floridarealtors.org](http://convention.floridarealtors.org)  
Rosen Shingle Creek • Orlando, FL

## NEW AGENTS

### Introduction to MLS

Tues., Aug. 22 • 1:30-3:00 • Mbrs. No Cost/Non. \$25  
MIAMI HQ • 700 S. Royal Poinciana Blvd., Suite 400 • Miami

## TAX

### CMA Workshop: Part 1 & Part 2

Mon., Aug. 28 • Pt. 1- 9:30-10:30 • Pt. 2- 11:00-1:00  
Coral Gables • 245 Alcazar Avenue • Coral Gables

## MIAMI REALTORS® Offices COLOR CODE

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**(N) Northwestern Dade**  
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F: 305.822.1730



**(W) West Broward**  
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**(E) East Broward**  
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**(F) NE Broward**  
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