



Deep Training Program AVD Practice Classes ~ 2009

Robert Rooks (877)804-8326 Saturdays 1:00 p.m. through 4:00 p.m. Saturdays

Class #	Topic	Description
6.	Buyer Costs Saturday August 8, 2009	Buyer Costs teaches you how to estimate the buyers costs for any purchase. Teaches you methods of finding “more funds” when the buyer is tight on down payment and closing costs.
7.	For Sale By Owner Saturday August 15, 2009	For Sale By OWner is one of the richest sources of listings. Learn how to comfortably approach the For Sale by OWner without fear or without the seller being aware that you are going to list their home.
8.	Seller Costs Saturday August 22, 2009	Seller Costs teaches you to explain to the seller exactly how much money they are coming out of escrow with. It lets you explain the value of one offer over another offer.
9.	Prospecting Saturday August 29, 2009	Prospecting opens the rich resources that you already have for business. This class teaches you the almost endless sources of income that exist for you, and teaches you how to use them effortlessly and without offending anyone.
HOLIDAY	September 5, 2009	Labor Day Weekend
10.	Buyer Presentation Saturday September 12, 2009	The Buyer Presentation Class teaches you how to qualify a buyer so that you know if you can work with them, if they can buy, if you want to work with them and how to make them loyal to you.
11.	Presenting the Offer Saturday September 19, 2009	This class is critical for getting your offers accepted by sellers. It teaches you to introduce yourself and the buyer as a wonderful human being that wants to purchase their home. More, it makes the seller want your buyer to own their home.
12.	Seller Listing Presentation Saturday September 26, 2009	This class helps you explain to the potential listing client why they want you to be the Real Estate Licensee to sell their home. Why they want you and your company to be the representative of their transaction.
13.	Counter Offers Saturday October 3, 2009	The Counter Offer Class prepares you to skillfully write a counter offer for a seller or buyer that will accomplish their needs most expeditiously and economically.
14.	Qualifying The Buyer October 10, 2009	The students learn to Pre-Qualify a Buyer using their income and expenses.
15.	Disclosures Saturday October 17, 2009	This class covers all of the legal disclosure requirements that are necessary for the real estate agent to cover. More, it explains simple ways to explain them, making it desirable and easy for the client to accept the disclosure as a benefit for them and their transaction.
16.	Buyer Books Saturday October 24, 2009	This class teaches the novice practitioner in the preparation of their presentation book for buyers. This book outlines why the buyer wants to sign an “Exclusive Authorization and Right to Purchase” agreement with the agent.

17.	Listing Books Saturday October 31, 2009	This class begins the novice real estate licensee in the preparation of their listing presentation book. Explains why the seller wants to list their property with them.
18.	Comparable Market Analysis Saturday November 7, 2009	Students are given a mystery property and the class goes online to find the value of the property by downloading and analyzing all of the comparable sales in the area
19.	Goal Planning Saturday November 14, 2009	The student learns to set concrete goals and follow the goals daily developing accountability.
20.	Visualization for Realtors November 21, 2009	Visualization is an art developed by successful professionals that improves their business and personal lives. University studies have shown repeatedly that in-depth visualization will increase the success of professionals in all walks of life.
HOLIDAY	November 28, 2009	Labor Day Weekend
21	Taxes for Realtors December 5, 2009	Taxes for Realtors concentrates on the after tax savings of real estate. This benefit is looked at from the standpoint of a buyer of a home and an income property. "What is your real after tax house payment?" – What are the tax benefits of owning income producing property.
1.	Open House Saturday December 12, 2009	"The Magic of The Open House" details the most productive method of holding open house. This class is a head start class to quickly get the new agent earning an income.
2.	Listing Agreements Saturday December 19, 2009	Listing Agreements covers the use of the Agency Disclosure Form, and How to fill out the Listing Contract for your first listing.
Holiday	December 26, 2009	Day after Christmas and New Years Week
Holiday	January 2, 2009	Day after New Year's Day
3.	Ad Calls & Sign Calls Saturday January 9, 2010	"Ad Calls" is probably the most important of all the classes. Ad Calls teaches you how to productively answer a telephone, the right way, every time. Using these methods will triple your income.
4.	Deposit Receipt Saturday January 16, 2010	Deposit Receipts shows you how to write an offer, step by step. This class coupled with presenting the offer will enable you get 90% of your offers accepted.
5.	Expired Listings Saturday January 23, 2010	This class teaches you the most practical way of contacting the expired listing prospect without becoming one of the many who are simply calling to re-list the property. You approach the expired listing as a broker who wants to sell his property. "Works Every Time."

With more than thirty years in the real estate industry as a real estate broker, appraiser, property manager, educator, trainer, Robert Rooks takes you thorough a series of extraordinarily powerful classes packed with critical information that teach you the practical application of your talents for a more successful real estate beginning.

For a more in-depth look at your instructor browse his website at <http://www.RobertRooks.Com> or feel free to call Robert at (877)804-8326 Rob welcomes the personal contact and approach to real estate training.

Saturday Mornings at the Bellflower Office

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