

Orientation Online Practices Fall 2006

Class 1 Notes – Week One

August 28 through September 3

There are several things that a new agent has to arrange and implement to get properly started in the real estate business.

Some examples would be;

- ▶ Business Cards
- ▶ Office Systems
- ▶ Join a Board of Realtors Learn to use the MLS
- ▶ Create your circle of influence
- ▶ Notify everyone, family and friends that you are in the real estate business
- ▶ Begin learning scripts and dialogues
- ▶ Learn to use the various forms and contracts

This list goes on and on.

Your text book “Real Estate Practices” by Walt Huber & Arlette Lyons – 5th Edition has some good outlines of many of the things you should understand think about and finally do.

Our First Class

Your first class online is about Ad Calls – this is an extremely important class. Most real estate agents have absolutely no idea how to answer a telephone correctly, plus they don’t know how to differentiate between an ad call and a sign call. You need to develop the ability to answer a call and get enough information from the caller to ascertain if there is a relationship that is worth building.

Your first class is designed to make you as successful as possible in the least amount of time.

While you are viewing your first class on the internet, and discussing it on your forum, you will want to read the sections in your text book that I have outlined for you.

Chapter 1 – Salient Pages for Reading

Page 1, 3, 5, 6, 7, 8, 9, 12, 17, 18, 19, 20, 21, 24, 25, and 34

Read Key Terms on page 37

Go over the quiz on pages 38 and 39. (note the answers are there)