

El Camino On- Line Practices Class

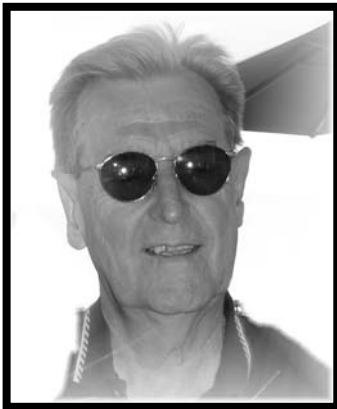
Fall Semester 2006

Robert Rooks (877)804-8326

Week #	Topic	Description
1. Week of September 11, 2006	Ad Calls "Basics to a Successful Career in Real Estate"	"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.
2. Week of September 4, 2006	Listing Agreements	Listing Agreements covers the use of the Agency Disclosure Form, and How to fill out the Listing Contract for your first listing.
3. Week of August 29, 2006	Open House "The Magic Begins"	"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.
4. Week of September 19, 2006	Deposit Receipt	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. Week of September 25, 2006	Expired Listings "The Road to Wealth"	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."
6. Week of October 2, 2006	Buyer Costs - Seller Costs	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. Seller Costs teaches you to explain to the seller exactly how much money they are coming out of escrow with. It let's you explain the value of one offer over another offer.
7. Week of October 9, 2006	For Sale By Owner "The Path of Greatness"	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. Week of October 16, 2006	Prospecting Constantly We Seek The New, Contact the Past, Secure the Current Mid-Term This Week	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.
9. Week of October 23, 2006	Buyer Presentation "Why You Want Me to be Your Real Estate Agent"	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.
10. Week of October 30, 2006	Presenting the Offer Saturday September 30, 2006	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.
11. Week of November 6, 2006	Seller Listing Presentation	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.
12. Week of November 13, 2006	Counter Offers Cover all Required Disclosures	The Counter Offer Class prepares you to skillfully write a counter offer for a seller or buyer that will accomplish their needs while considering the needs of the other party in an effort to guarantee success.. This class covers all of the legal disclosure requirements that are necessary for the real estate agent to cover. You will learn 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.

13. Week of November 20, 2006	Thanksgiving	Give everything a going over but most, enjoy your family. If you don't have a family find one.
13. Week of November 27, 2006	Buyer Books Saturday	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.
14. Week of December 4, 2006	Listing Books Saturday	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.
15. Week of December 11, 2006	Comparable Market Analysis Saturday	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

Robert Rooks



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 informative classes that teach you the practical application of information you already have.

Additionally you will gain knowledge that will create a "More Successful You" in each of these classes. Making you a successful, productive, contributive member of the real estate community.

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.

Call me for information (877)804-8326 or;

Home Page <http://www.RobertRooks.Com> or <http://www.RobertRooks.Org>

E-Mail Address – erookrob@gte.net or RobertRooks@RobertRooks.Com or RobertRooks@RobertRooks.Org

Office Hours:

Tuesday Evenings at 5:00 p.m. El Camino College
Administration Building Room 2006

Thursday Evenings at 5:00 p.m. El Camino College
Business Building, Room 2

On Line Office Hours:

Held as a Forum Meeting

Monday Mornings from 9:00a.m. – 10:00a.m.

Monday Evening from 6:00p.m. – 7:00p.m.

Some students may need more or want **personal attention.**

You are free to attend the Saturday afternoon Class;

Prudential of California

Saturday Afternoons from 1:00p.m. – 4:00p.m.

These Classes are "FREE" and you are welcome to attend.

3728 Atlantic Avenue

Long Beach, CA 90807