

# Berkshire Hathaway HomeServices Blake, Realtors

## "Contacts to Contracts"

September 18<sup>th</sup> Mondays and Thursdays through November 9<sup>th</sup>

8 Airline Drive "Albany Room" 9am-1pm

**9/18-** Getting Acclimated, Guests: Jason Christiana, President & Brian McKenna, Clifton Park Branch Manager

**9/21-** Technology Part 1- Who to Call for Help, Gmail, Personal Websites, Social Media Platforms, Zillow and Realtor.com, Self-promotion. Guests: Ryan Clark @ 11:30

**9/25-** Open Houses & Buyer Clients, Learn to prepare & benefit from Open Houses. Buyer Clients- Exclusive buyer agreement and Buyer Agency. Guests: Brian McKenna

**9/28-** Technology Part 2- Individual Property Websites, BHHS ReSource Center, Learn Center, Seller Advantage, Market Activity Reports, Smarter Agent App, E-Cards and Newsletters.

**10/2-** The Listing appointment and Listing Agreement, Guests: Emily Modan, Licensed Real Estate Salesperson

**10/5-** Commercial, Pricing Multi- Unit Properties & Negotiating with Guest: Richard Ferro, Manager of BHHS Blake Commercial Division

**10/9- HOLIDAY NO CLASS**

**10/12-** Home Inspections with Guests: Ryan and Tom Bergami from Bergami Building Inspections.

**10/16-** Seller/Buyer Agency with Joseph Farry, Vice President and Associate Broker

**10/19-** Appraisals with Guest: Leonard Fiore. & Stephanie Cuva, Manager of Home Office, Director of Relocation and Customer Service.

**10/23-** The purchase and sales agreement & An Attorneys input of the Purchase and Sales Agreement with Guests: Dan Glaser Esq.

**10/26-** Listing Objections, Closing, FSBOS and Expireds- Guests: Brian McKenna & TBD

**10/30-** Pricing and Servicing the Listing. Absorption Rate. Guests: JoAnn White, Vice President and Saratoga Springs Branch Manager.

**11/2-** Technology Part 3- ToolKitCMA, DotLoop- Electronic Contracts and Signatures, Paragon MLS, Buyer Match/BuySide

**11/6-** Geo Farms, Real Estate Safety, Risk Reduction Guests: TBD

**11/9-** Homestead Funding Marketing- Mortgage programs, TRID Guests: Elizabeth Cheney

**Lisa Roth**

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Associate Real Estate Broker

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