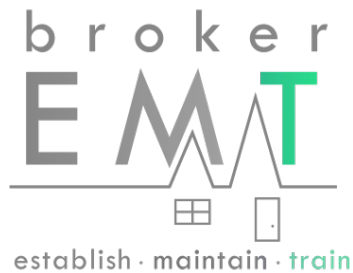


Resources for Training or Sales Meetings	
-Planning your business	Great model available in <a href="#">Millionaire Real Estate Agent</a> by Gary Keller -Good for goal setting for the year
-Training Classes/CE	Contact the Mississippi REALTORS® Institute for options at 601-932-5241.
-zipForms Basics	zipForms Tutorials and YouTube
-Mandatory, State-Required Forms (Working with a Broker, PCDS, Dual Agency, Cooperating Agreement)	<a href="http://www.mrec.ms.gov/">http://www.mrec.ms.gov/</a> (these forms are also included in MAR's list of forms available on zipForms)
-Contracts your office Requires on each Transaction	MAR Standard Forms available through zipForms; others written specifically for/by your brokerage
-MAR's Standard Forms in pdf format	<a href="https://msrealtors.org/mar-standard-forms/">https://msrealtors.org/mar-standard-forms/</a> - Log-in required as these forms are an exclusive MAR member benefit
-Assistance with MAR's Standard Forms	MAR's Forms Coach provides video and written tips for the F1, F2 and F4 forms. To access, log in to the pdfs of MAR's Standard Forms (see above) and click on "Forms Coach" under each of those three Forms.
-Using Electronic signature software (Digital Ink, Docusign)	<a href="https://www.nar.realtor/electronic-signatures-authorizations">https://www.nar.realtor/electronic-signatures-authorizations</a>
-Using Electronic signature software (Digital Ink, Docusign)	<a href="https://www.nar.realtor/electronic-signatures-authorizations">https://www.nar.realtor/electronic-signatures-authorizations</a>
-Fair Housing words to use and words not to use	<a href="https://www.fairhousinginstitute.com/fair-housing-advertising-guidelines/">https://www.fairhousinginstitute.com/fair-housing-advertising-guidelines/</a>
-REALTOR Safety	<a href="http://www.realtor.org/topics/realtor-safety-tips-for-realtors#">www.realtor.org/topics/realtor-safety-tips-for-realtors#</a>
-Understanding FEMA maps	<a href="http://www.fema.gov/">www.fema.gov/</a>
-Code of Ethics and Standards of Practice	<a href="https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/2019-code-of-ethics-standards-of-practice">https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/2019-code-of-ethics-standards-of-practice</a>
-REALTOR® Professionalism	NAR's Pathways to Professionalism: <a href="https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/pathways-to-professionalism">https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/pathways-to-professionalism</a>
-Emoji Etiquette	<a href="https://magazine.realtor/sales-and-marketing/relationship-management/article/2016/08/do-you-know-your-emoji-etiquette">https://magazine.realtor/sales-and-marketing/relationship-management/article/2016/08/do-you-know-your-emoji-etiquette</a>
-Cost vs Value of Remodeling	<a href="https://magazine.realtor/home-and-design/cost-vs-value/article/2014/01/2013-14-cost-vs-value-remodeling-pays-big-time">https://magazine.realtor/home-and-design/cost-vs-value/article/2014/01/2013-14-cost-vs-value-remodeling-pays-big-time</a>



<b>Miscellaneous Sales Meeting Topics and Suggested Content</b>	
-Understanding Agency	Your best source is MS license Law (it is always good to review this information annually)
-Building a CMA	Tools used to determine market value
-Listing 101	How to prepare, present and follow up What forms to include in a listing
-Writing an Offer	What questions to ask your buyer What forms to include in an offer: Do's and Don'ts
-Negotiating an Offer	Tips for negotiating as a seller's agent, buyer's agent, and dual agent
-Financing 101	Basic terms, types of loans, and criteria for qualifying for certain loans
-Navigating the MLS	Will be different based on the various MLS software such as FlexMLS, Tutorials and YouTube
-How to Hold and Promote an Open House	
-Advertising Rules and Regulations	MREC, Franchise Rules and Brokerage Rules
-Advertising Ideas	
-Social Media Guide lines for both office and MREC	MREC, Franchise Rules and Brokerage Rules
-Home Inspections	
-Farming for New Business	
-Working Expired Listings	
-New Construction	How to write a contract for new construction
-Understanding New Home Buyer insurance / inspections for new construction	Review the New Construction Home Warranty
-Flood Insurance	
-Homeowners Associations	
-Homeowners Insurance	
-Understanding the RELO Process	
-Understanding Foreclosures and Short Sales	
-Overcoming Objections	
-Understanding REALTORS® Property Resource	
-Proper Showing Etiquette	
-Proper procedure for Caravan and why they are Important	
-Lead Generation Ideas	
-Negotiating a Sale	
-Importance of a Paper Trail	
-Home styles/types	Show example of different home styles, i.e. ranch vs. colonial
-Basic Home Elements	Know the questions to ask to determine septic vs. sewer, tankless water heaters vs. traditional, gas vs. electric heat
-Basic Understanding of Septic Systems	



<b>Miscellaneous Sales Meeting Topics and Suggested Content</b>	
-Occupancy inspections (if required in your market)	
-Staging a Home	Find a local stager or search the web for resources
-The Do Not Call List	Discussion regarding when to check numbers and what qualifies under the DNC list
-Discussion of Ways to Prepare your Home for Sale	A list of ideas to share with agents so they can help sellers get their home ready for sale
-Round Table Discussions	Ask the agents to discuss in general terms any issues they are having and how to correct them
-“Social Media Do’s and Don’ts Brochure	LMAR 2019 Social Media Rules Brochure for training your agents on the proper display of your real estate-related content on social media. <a href="https://msrealtors.org/wp-content/uploads/2019/11/LMAR-2019-Social-Media-Rules-Brochure.pdf">https://msrealtors.org/wp-content/uploads/2019/11/LMAR-2019-Social-Media-Rules-Brochure.pdf</a>