

Grow Your Real Estate Business

Summer 2017



**Gain the competitive edge in the real estate market.
These two new classes will set your business apart from the rest.**

**Rehab & Investment Strategies for Real Estate Brokers
Home Staging Solutions**

Details on the back.

Professional Development

Call: (847) 543-2615

Email: professionalworkshops@clcillinois.edu

Visit: www.clcillinois.edu/professional

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Summer 2017

New! Rehab & Investment Strategies for Real Estate Brokers

Investors flip dozens of properties a year and they need well-informed, trustworthy real estate brokers to partner with them. This workshop will prepare you for these opportunities by setting you apart from the rest. Learn the ins and outs of the investment rehab business from the construction side and by the end of this course, be able to take your business to the next level. Knowing how to effectively enter the rehab arena by knowing where to find investors and how they think will get you clients immediately. Join the ranks of some of the most talented professionals in our industry who have made a conscious decision to grow their business. Topics include,

- Identifying investors, who they are, where they come from and why they need you as a qualified agent.
- Value of adding 'investor bulk-buying' volume to your business.
- Property types investors target and why, as well as your role in the investment team and how you can help with the purchase and sales cycle.
- The diverse backgrounds of real estate investors and how to best serve them based on their experiences and culture.
- Building your investor team with detailed plan examples and proven outlines.
- Screening contractors and learning how to find those who are best suited for your team.
- Steps in the rehab process to help make you a well-versed consultant for your investors.
- Marketing yourself as a preferred agent in your market.
- Attending an on-site tour of a property that is undergoing the rehab process and learn in detail about budgets, timelines and schedules for similar projects.

This class is web based and will meet online at the time indicated. Login information will be provided after enrollment. You will participate in highly interactive, live online sessions with your instructor and peers once a week for two hours. By meeting online, you minimize your time away from the office but still gain the benefits of class discussion, group participation and instructor interaction. A Saturday field trip will be scheduled to visit a rehab site.

9069 **PRLE 45-600** **Online Webinar**
Wednesday, June 7 to July 26 8 Sessions
7-9 p.m.
A Saturday Field Trip will be Scheduled
\$299 R. Garcilazo

New! Home Staging 101

First impressions matter, especially when it comes to selling real estate property. Through this home staging class, you will learn techniques to prepare your property to be the most desirable listing on the market. Learn what catches a buyer's eye and what will set you apart from the competition. Realtors, homeowners, investors and builders will benefit from our proven instructor who has had great success in helping homes sell very quickly with her unique ideas and strategies.

9067	PRLE 41-001	Grayslake Campus	9068	PRLE 41-002	Grayslake Campus
Wednesday, June 21		1 Session	Wednesday, July 19		1 Session
1-4 p.m.			6-9 p.m.		
\$59	Room T335	J. DeLacluyse	\$59	Room T335	J. DeLacluyse

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