

2019

WRA BUSINESS SERVICES FOR REAL ESTATE PROFESSIONALS

Launch Your New Career

WRA QUICK START EDUCATION

Your "crash course" for fast-tracking your real estate knowledge.

QUICK START EDUCATION

Move beyond the basics with the WRA's Quick Start On Demand courses! This innovative activity-based program, designed for both new and veteran agents, is structured into four courses. Each module will teach you the tips, tools and strategies to launch and/or enhance your real estate career.

The four courses include:

Quick Start 101: Laws and Contracts

Law and business, fair housing and your clients, avoiding antitrust, the business of client representation, risk management, letting the negotiations begin.

Instructor: Jennifer Lindsley

Quick Start 103: Working with Sellers

Selecting the seller, preparing for the appointment, the listing presentation, principles of pricing, the comparative market analysis.

Instructor: Ryan Fulcer

New! Quick Start On Demand

Features in this activity-based course include:

- ✓ Integrated reinforcement boosts after class is over to implement what you learned.
- ✓ Shorter, more frequent exercises so you learn the content correctly the first time.
- ✓ Preprogrammed spreadsheets to download and use for budgeting, tracking expenses. and other financial musts for your business.
- ✓ Editable checklists that you can customize with your content for your buyers.

Quick Start 102: Building Your Business

Effective communications, creating a professional image and branding, prospecting, business strategy and planning, safety.

Instructor: Judy Hearst

Quick Start 104: Working with Buyers

Knowing your buyers, the buyer presentation, property search, writing the offer to purchase, the inspection process, closing a pending contract.

Instructor: Bonnie Dixon

FEES AND SUBSCRIPTION DETAILS

Quick Start fees for agents

	Member	Nonmember	Broker Club*
Per module	\$75/course	\$80/course	\$55/course
All 4 modules	\$240	\$260	\$170

*Agent registration price.

Quick Start subscription for WRA member firms*

Firm size	Subscription fee
< 30 agents	\$350
30-50 agents	\$600
51-70 agents	\$800
71+ agents	\$1,000

*Member agents of firms subscribing to Quick Start can register for free for these courses online.

COURSE DETAILS

Format: Courses are available in On Demand format, consisting of streaming video, an electronic course book, online activities and exams, reinforcement learning after course completion, and business tools.

Credits: Completion of all four Quick Start courses counts as credit toward GRI On Demand.

Exam: Each course includes an exam at the end.

SAVE
\$40

Save even more during your first year of WRA membership! Apply the WRA \$40 gift certificate* toward full registration on all four Quick Start courses.

*Does not apply to Broker Club discount.

