

Sample FIRE (Full Immersion in Real Estate) Training Schedule

DAY	TIME	TYPE TNG	SUBJECT
Prior to Class 1-1		PRE-FIRE	MRIS Videos
Wed	9:30-3:30	FIRE 1-1	Career in Real Estate
Wed	9:30-3:30	FIRE 1-2	Finance and Rent vs. Buy
Wed	9:30-3:30	FIRE 1-3	Business Planning
Wed	9:30-3:30	FIRE Corporate Training	21 Online, HSA Home Warranty, C21NM Marketing Tools
Wed	9:30-3:30	FIRE 1-4	MRIS/Open house
Wed	9:30-3:30	FIRE Jurisdictional 1-1	Buyer Skills
Wed	9:30-3:30	FIRE 1-5	Communication/Buyer Presentation
Wed	9:30-3:30	FIRE 1-6	Contract Red Flags
Wed	9:30-3:30	FIRE Jurisdictional 1-2	Contracts Part 1
Wed	9:30-3:30	FIRE 1-7	Selling Process/Preparing a CMA
Wed	9:30-3:30	FIRE Jurisdictional 1-3	Contracts Part 2
Wed	9:30-3:30	FIRE 1-8	Cloud CMA/Presentation
Wed	9:30-3:30	FIRE 1-9	Presentation/Marketing
Wed	9:30-3:30	FIRE Jurisdictional 1-4	Listing Skills
Wed	9:30-3:30	FIRE 1-10	Escrow Accounts, Trust Monies and Deposits