

# 2019 POWERHOUSE

## LISTING POWERHOUSE

### COMPLETING THE FOUNDATION TO WORK YOUR BUSINESS:

**TRANSACTION DESK BASIC:** JAN. 8; MAR. 12; JUN. 11; SEPT. 17; DEC. 5  
**TN REALTOR FORMS:** JAN. 9 a.m.  
**CODE OF ETHICS:** JAN. 9 p.m.; MAR. 29; APR. 30; MAY 23; JUN. 25; JUL. 31; AUG. 27; SEPT. 19; OCT. 1, 14 (DICKSON) & 22; NOV. 13 & 19; DEC. 18  
**FORMS 102:** MAR. 1  
**STAGING HOMES:** MAR. 20-22; JUN. 5-7; NOV. 6-8  
**NINJA INSTALLATION PROGRAM:** APR. 1-4  
**AT HOME WITH DIVERSITY:** APR. 10

**PSA - PRICING STRATEGY ADVISOR:** APR. 12; OCT. 11  
**GRI 401 - DOING THE RIGHT THING:** APR. 15  
**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:** APR. 16  
**CRS - TRANSFORMING DIFFICULT SITUATIONS:** MAY 8  
**REAL ESTATE SAFETY MATTERS:** MAY 10; SEPT. 23  
**CONTRACTS 101:** MAY 14; OCT. 24  
**RESIDENTIAL REHAB:** MAY 22; NOV. 1  
**NEW HOME CONSTRUCTION:** JUN. 19

**SRES - SENIOR REAL ESTATE SPECIALIST:** AUG. 14-15  
**E-PRO (2-DAYS):** SEPT. 9-10  
**GRI 404 - WORKING MORE EFFECTIVELY WITH SELLERS:** OCT. 2  
**GRI 405 - MASTERING FORMS AND CONTRACTS:** OCT. 3  
**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:** OCT. 4  
**CRS - WIN-WIN NEGOTIATING TECHNIQUES:** NOV. 15

## PROFESSIONAL POWERHOUSE

### EXCELLING IN YOUR BUSINESS:

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**OFFICE & BROKERAGE MANAGEMENT 4-DAY COURSE (OFFSITE):** JAN. 10-15

**SEVEN SECRETS:** JAN. 10; MAR. 14; APR. 11; JUN. 13; AUG. 8; OCT. 10; NOV. 14  
**TREC CORE:** JAN. 11; MAR. 27; APR. 18; MAY 15; JUN. 12; JUL. 11; AUG. 9; SEPT. 13; OCT. 7; NOV. 4; DEC. 11  
**FORMS 102:** MAR. 1  
**THDA-GREAT CHOICE PROGRAMS:** MAR. 13; JUN. 14; DEC. 12  
**DISCOVERING COMMERCIAL REAL ESTATE:** MAR. 15  
**SMALL BROKER ROUND TABLE:** MAR. 18, 11:30 a.m.-1:30 p.m.; MAY 20, 1-3 p.m.; JUL. 15, 11:30 a.m.-1:30 p.m.; SEPT. 16, 11:30 a.m.-1:30 p.m.; NOV. 18, 1-3 p.m.  
**STAGING HOMES:** MAR. 20-22; JUN. 5-7; NOV. 6-8  
**NINJA INSTALLATION:** APR. 1-4  
**AT HOME WITH DIVERSITY:** APR. 10  
**PSA - PRICING STRATEGY ADVISOR:** APR. 12; OCT. 11  
**GRI 401 - DOING THE RIGHT THING:** APR. 15

**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:** APR. 16  
**GRI 403 - WORKING MORE EFFECTIVELY WITH BUYERS:** APR. 17  
**COMMERCIAL CONTRACTS:** APR. 24  
**RENE - REAL ESTATE NEGOTIATIONS EXPERT:** APR. 25-26  
**BASIC PROPERTY MANAGEMENT:** MAY 3; SEPT. 12  
**CRS - EFFECTIVE BUYERS STRATEGIES:** MAY 6-7  
**CRS - TRANSFORMING DIFFICULT SITUATIONS:** MAY 8  
**REAL ESTATE SAFETY MATTERS:** MAY 10; SEPT. 23  
**CONTRACTS 101:** MAY 14; OCT. 24  
**1031 EXCHANGE:** MAY 21  
**RESIDENTIAL REHAB:** MAY 22; NOV. 1  
**REAL ESTATE INVESTING: BUILDING WEALTH:** JUN. 3  
**NEW HOME CONSTRUCTION:** JUN. 19

**ABR - ACCREDITED BUYER REPRESENTATIVE:** JUN. 20-21  
**COMMERCIAL TREC CORE:** JUL. 17; OCT. 18  
**SRES - SENIOR REAL ESTATE SPECIALIST:** AUG. 14-15  
**FOUNDATION FOR SUCCESS IN COMMERCIAL REAL ESTATE:** AUG. 19-20  
**E-PRO (2-DAYS):** SEPT. 9-10  
**GRI 404 - WORKING MORE EFFECTIVELY WITH SELLERS:** OCT. 2  
**GRI 405 - MASTERING FORMS AND CONTRACTS:** OCT. 3  
**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:** OCT. 4  
**CCIM CI 101 - FINANCIAL ANALYSIS FOR COMMERCIAL REAL ESTATE:** OCT. 28-31  
**CRS - WIN-WIN NEGOTIATING TECHNIQUES:** NOV. 15  
**CCIM INTRODUCTION TO DEVELOPMENT WORKSHOP:** NOV. 20-22

## BUYER POWERHOUSE

### MASTERING THE BUYER'S AGENT THAT YOU ARE:

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**CONTRACTS 101:** MAY 14; OCT. 24

**RESIDENTIAL REHAB:** MAY 22; NOV. 1  
**REAL ESTATE INVESTING: BUILDING WEALTH:** JUN. 3  
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**ABR - ACCREDITED BUYER REPRESENTATIVE:** JUN. 20-21  
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## COMMERCIAL POWERHOUSE

### EXPANDING YOUR HORIZONS:

**CCIM CI 102 - MARKETING ANALYSIS FOR COMMERCIAL REAL ESTATE INVESTMENT:** MAR. 4-7  
**DISCOVERING COMMERCIAL REAL ESTATE:** MAR. 15  
**COMMERCIAL CONTRACTS:** APR. 24  
**1031 EXCHANGE:** MAY 21  
**COMMERCIAL TREC CORE:** JUL. 17; OCT. 18  
**FOUNDATION FOR SUCCESS IN COMMERCIAL REAL ESTATE:** AUG. 19-20  
**CCIM CI 101 - FINANCIAL ANALYSIS FOR COMMERCIAL REAL ESTATE:** OCT. 28-31  
**CCIM INTRODUCTION TO DEVELOPMENT WORKSHOP:** NOV. 20-22

## INVESTING POWERHOUSE

### EXPANDING YOUR WEALTH:

**PSA - PRICING STRATEGY ADVISOR:** APR. 12; OCT. 11  
**BASIC PROPERTY MANAGEMENT:** MAY 3; SEPT. 12  
**1031 EXCHANGE:** MAY 21  
**REAL ESTATE INVESTING: BUILDING WEALTH:** JUN. 3  
**CCIM INTRODUCTION TO DEVELOPMENT WORKSHOP:** NOV. 20-22

## YPN FastTrack

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