

FOUNDATION FOR SUCCESS™



COLUMBIA EDUCATION CENTER
6031 University Blvd., Suite 140
Columbia, MD 21043

July 16 - August 17, 2007

REGISTRATION DEADLINE
July 9, 2007 By 5:00 p.m.

Monday	Tuesday	Wednesday	Thursday	Friday
JULY MODULE 1 16	17	MODULE 1 18	19	MODULE 1 20
9:00-11:30 - Company Information 11:30-12:00 - Agent Benefits Program 1:00-4:00 - Success Formula & Business Planning		9:00-12:00 - Building Your Business A 1:00-4:00 - Marketing		9:00-12:00 - Building Your Business B 1:00-4:00 - Building Your Business C
MODULE 1 23	24	MODULE 1 25	26	MODULE 1 27
9:00-12:00 - Buyer Services A 1:00-4:00 - Buyer Services B		9:00-12:00 - Buyer Services Presentation 1:00-4:00 - Seller Services A		9:00-12:00 - Seller Services B 1:00-4:00 - Negotiating/Closing
MODULE 1 30	31	AUGUST CBRB SERVICES 1	2	CBRB SERVICES 3
9:00-10:00 - LeadRouter™ 10:00-12:00 - Seller Services Presentation A 1:00-4:00 - Seller Services Presentation B		New Students May Join 9:00-12:00 - <i>Purchase Contract A</i> 1:00-3:00 - Purchase Contract B 3:00-3:30 - Safety for Real Estate 3:30-4:00 - Referral Income		9:00-12:00 - <i>Agency</i> 1:00-4:00 - <i>Ethics, Illegal Flipping & Predatory Lending</i>
CBRB SERVICES 6	7	CBRB SERVICES 8	9	CBRB SERVICES 10
9:00-12:00 - Intro to the Network 1:00-4:00 - <i>Mortgage Financing</i>		9:00-12:00 - Purchase Contract C 1:00-2:00 - Seller Proceeds & Buyer Costs 2:00-4:00 - <i>Settlement Process</i>		9:00-11:30 - CB Contracts Program 12:30-2:30 - <i>Home Warranty</i> 2:30-4:00 - <i>Home Inspections</i>
CBRB SERVICES 13	14	CBRB SERVICES 15	16	CBRB SERVICES 17
9:00-12:00 - Toolkit, CBNet, CB Marketing Mall 1:00-4:00 - Property Search & Data Retrieval		9:00-12:00 - <i>Fair Housing</i> 1:00-2:00 - Fair Housing/Rental 2:00-4:00 - Rental/Lease Procedures		9:00-10:30 - Listing Agreement 10:30-12:00 - Contract Addenda 1:00-3:00 - <i>Contract to Closing</i> 3:00-4:00 - Integrity Selling & Summary

Courses shown in **red italics** are continuing education (and/or post-licensing) credit hour courses.

Education Hotline 1-800-992-4794

