



REALTORS® ASSOCIATION OF ST. LUCIE, INC.

*“Now that I have my real estate license, what the heck do I do?!”*



As a new Realtor® you should know how to make those first steps toward success...

As a seasoned Realtor®, you should learn about changes and current topics in the field...

And all Realtors® need Continuing Education credits to maintain their license!

No matter the reason, the Realtors Association of St. Lucie is offering “Realtor 101”, a nine week course schedule specifically designed by seasoned Real Estate Professionals and taught by experienced instructors for the benefit of the local Realtor® community.

**Sign up today at [www.rasl.com](http://www.rasl.com)!**



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Port St. Lucie, FL 34952  
(772) 465-6080 • [www.rasl.com](http://www.rasl.com)

# REALTOR 101

- March 17 Business Planning
  - March 24 Marketing Strategies
  - March 31 Prospecting/Farming
  - April 7 From Contract to Commission *with Anita Errico-Smith* **\*3 C.E. Credits**
  - April 14 Working with Sellers
  - April 21 Listing Paperwork
  - April 28 Working With Buyers
  - May 5 Contracts *with John Sherrard, Esq.* **\*3 C.E. Credits**
  - May 12 Technology
- \* All dates: 9am to 1pm  
\* C.E. Credits do not qualify for post-licensing.

Attend 1 class or all for **Only \$25!**  
\$40 for non members

**6 CE Credits!**