

McGraw REALTORS®

East McGraw CE/POST License Classes Winter 2024

Day	Date	Start Time	End Time	Course Name	Post or CE Credit	CE	Required or Elective	Instructor
Mon	1/8	9 am	Noon	Real Estate Tech	Both	3	CON	Rachel Hicks
		1 pm	4 pm	Real Estate 101	Both	3	E	Bob
Mon	1/15	9 am	12 pm	Marketing Yourself & Your Listing	Both	3	E	Marketing
		1 pm	4 pm	Creating a Business Plan that Works	Both	3	E	Bob
Mon	1/22	9 am	Noon	Prospecting in Today's Social Environment	Both	3	E	Bob
		1 pm	4 pm	Broker Relationships	Both	3	BRA	Veronica Oswald
Mon	1/29	9 am	Noon	Fair Housing	Both	3	FHR	Bob
		1 pm	4 pm	Planned Approach to Working With Buyers	Both	3	E	Scott Crow
Mon	2/5	9 am	Noon	Contract to Close	Both	3	CON	Rachel Hicks
		1 pm	4 pm	Contract Workshop	Both	3	CON	Office Brokers
Mon	2/12	9 am	Noon	How to Process a Listing	Both	3	CON	Rachel Hicks
		1 pm	4 pm	Listing Presentation	Both	3	E	Heidi Williams
Mon	2/19	9 am	Noon	23 Ways to Lose Your License	Both	3	CAR	Veronica Oswald
		1 pm	4 pm	NAR Approved Ethics	Both	3	PSC	Bob
Mon	2/26	9 am	Noon	Rookie Title Search	Both	3	E	FirsTitle
		1 pm	4 pm	POST LICENSE EXAM	POST	3	REQ	Bob
Mon	3/4	9 am	Noon	How to Keep From Losing Your Mind When You Lose Your Temper in Real Estate	Both	3	E	Bob
		1 pm	4 pm	Cost to Buyer/Net to Seller	Both	3	E	Scott Crow
Mon	3/11	9 am	Noon	Negotiate Like a Pro	Both	3	E	Heidi Williams
		1 pm	4 pm	Financing Real Estate	Both	3	E	BOK Financial

All classes are held at the Memorial Office.
There will be another Post Exam in April.