

# EXECUTIVE PATH Course Outline

A program designed to train and coach real estate professionals within the **REALTY EXECUTIVES SOUTHERN ARIZONA** system to become the most successful Realtors® in the country. Our mission is to help our agents learn to provide effective service to their clients while keeping a balance of Spiritual, Emotional, Physical and Financial areas in their lives.

The **EXECUTIVE PATH** program will include the following courses:

The 1<sup>st</sup> Day of the Rest of Your Career  
Business Plan, Goal Setting, Your Mission & Budget  
Personal Marketing, Contact Management & S.O.I.  
I-Market  
Zip Forms  
The Web Top  
New Agent Orientation  
Rapattoni Class  
Buyer/Broker, Listing Agreement & Disclosures  
The Purchase Contract  
Basic Finances  
Escrow Process, Mock Closing, Cost Sheets  
Title  
Termite/Mold  
Home Inspection  
Organize Your Files  
Identifying Homes for Tour  
Home Tours  
Listing Presentation  
Open House  
List the Buyer  
Communication Skills  
Open House Follow up  
Practice the Listing Presentation  
Practice the Buyer Listing  
Home Warranty  
Meet your Broker  
What Happens Next

