

**9 HOURS CE CREDIT UPON COMPLETION**

# FOCUS

P O S T - L I C E N S E C O U R S E

**DECEMBER 8TH - 11TH | 9AM-4PM**

The next FOCUS Post-License opportunity is December 8th - 11th. This virtual Zoom course meets the GREC requirement of 25 hours credit within one year of licensure. Upon completion of this course, you will receive 9 hours of CE credit toward the 36 hours required for each four-year renewal period.

## *DAY 1*

GREC Profile, Prospecting,  
Time Management & CRM  
**9AM-12:15PM**

Role Play, Scripts  
Marketing  
**1PM-4PM**

## *DAY 2*

Working with Sellers,  
FSBO and Expired Listings  
**9AM-12:15PM**

Working with Buyers and  
The Lending Process  
**1PM-4PM**

## *DAY 3*

Business Planning  
**9AM-12:15PM**

Contracts  
**1PM-4PM**

## *DAY 4*

Negotiations  
**9AM-12:15PM**

License Law  
**(Open to All Associates)**  
**1PM-4PM**  
Register on PROPEL for  
Non Post-License Attendees

**POST-LICENSE TEST WILL BEGIN AT 4PM AT THE END OF DAY 4**

This is a great opportunity to finish the year strong and obtain your GREC required hours of education.

**CLICK TO ATTEND DAILY SESSION**

*Zoom link remains the same for each daily session.*



**COURSE INSTRUCTOR**

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