

Century 21 EDUCATION CHECKLIST

FOR NEW AGENTS:



New Agent Training Without the Wait

CREATE 21SM (Career Real Estate Agent Training and Education) is the flagship course of the CENTURY 21 Learning System. In the past, new agents had to wait several weeks or even months before 21 Plus (the predecessor to CREATE 21) was being facilitated in their local area. Also, there were additional costs associated with attending 21 Plus, including transportation, meals, etc. CREATE 21 is delivered live over the Internet by the same highly experienced instructors who taught 21 Plus. Classes begin every Tuesday, so new agents who join the CENTURY 21 System may begin their training as quickly as one week after coming on board! There is a fee and will be refunded to agent after their 1st check.

A Virtual Victory

Another outstanding program offered through CLS is the free Virtual Solution Series (VSS). VSS is comprised of live classes delivered over the Internet that typically last no longer than 1½ hours. Each quarter a new schedule of workshops is announced. These classes are generally offered once a week for the entire quarter. Students log into a specific URL, click a button to select the class of their choice, and in no time at all they're participating in a live class with System members across the country. Equipped with an Internet connection, a headset and a microphone (or just a basic set of speakers) everyone has the opportunity to build their skills and take their business to new heights – for FREE! Check out the CLS Web site for the latest VSS schedule by visiting www.C21LS.com.

CHECKLIST:

- γ Create 21 (\$ fee, but refundable)
- γ Tools and Systems (free)
- γ Anatomy of a house (free)
- γ Life at Home – e-marketing (free)
- γ E-Greetings – e-marketing (free)
- γ Business Planning (free)
- γ PPT Basic – Power Point Class (free)
- γ My Ad Guys – advertising class (free)
- γ Managing your Business (free)