

Professional Development & Education Forum

Mission Statement:

Provide a forum to identify and communicate the professional and educational development needs of CAR Members and to encourage competence and sustained success in the real estate profession through education.

Education Resources

We've released several classes this year thus far including [How to Get Your Buyer to Sign a Representation Agreement Right Now](#). Upcoming new courses will include Partitions, Mold, and more. Some classes are also available as webinars and AORs or brokerages can reserve seats that are normally directly available to the public. Email me to find out more or visit: [Securing Classes for Your Brokerage or Local Association](#)

FREE Member Benefits (always free)

[FREE 45CE Package from C.A.R. Education](#)

FREE Courses (that are normally for-sale)

[FREE Resiliency Package](#)

[Buyer Representation Forms Course](#)

C.A.R. members can use the code found in each of these Course Descriptions to get each for \$0.00 at checkout. One code can be used at a time. C.A.R. membership must also be linked with your store.car.org account to use the 50% member discount as well.

Panel Takeaways

ROADMAP TO SUCCESS: We'll Show You a Good Time (Management)

Participants

Lori Namazi lorinamazi@gmail.com - Founder/CEO Namazi Real Estate Resources

Spencer Way spencer.way@nm.com - Wealth Mgmt. Advisor – Northwestern Mutual

Patty L. Georges patty@georgesandmoore.com - Georges and Moore Accountancy Corporation and Services

- People are trained to be an agent but they're not trained to run a business. A business plan is how to do more
- A plan helps you prepare for what could be ahead.
- Even if an agent struggles with the social media and prospecting, there are other ways to be successful and a plan can help you decide where to spend your energy.
- Acknowledge what you're good at, play to your strengths. Don't like getting leads but enjoy organization? Help others sell by keeping them organized.
- This is a contact sport: collect information and preferences from your clients so you know when and how to reach them.
- I can't control the outcome, but I can control what I do.
- What was our revenue for last year? That can give comfort and be a motivator to do more activity or get more efficient.
- Use a point system. If you make X amount of calls or complete specific points you get points. You won't always get points every day.
- What is important now? What are you not thinking of that you should be thinking of?

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- Commit the amt of time you're willing to spare for the amount of leads that you're going to get for the paycheck you're going to earn.
- What activities are you going to do? How are you going to do them? When?
- When are you talking to people? You have to dedicate time to have meaningful conversations to generate business.
- Track of your business plan. Use milestones.
- Use accountability. Show up and share about how you're doing with the work.
- Find an accountability partner that will be SUPPORTIVE or provide the kind of motivation you need.
- Find the person in your life you want to disappoint the least.
- What will be the nail that will be sharp enough to get you off the couch? Negative motivation? Positive motivation?
- Track how you spend your time today and see what can be cut out.
- Use colorblocking to adjust your schedule or whatever method you prefer.
- Spend one focused hour on the thing that you like.
- Understand when you are at your best. (morning person / night person)
- Use a calendar that works for you (digital, physical, app).
- Write down distractions in conjunction with the calendar. Work on those smaller things that pop up later, after completing the current task.
- Understand your Why, who, where, what, when, how - THEN get business planning.
- Where do you start? Defense- life insurance. Offense- Accumulation.
- Roth 401K is going to be tax free when you write the money off.
- Traditional IRA you need a required minimum distribution
- There's a difference between Disability and Long term care insurance.
- You're writing a check for your future self.
- Be mindful of self-employment tax in addition to state and federal.
- Lots of things can be write offs including vehicles costs.
- Use a mileage log. [Hurdlr](#) is a free member benefit.
- How much do you need to set aside in savings, fees, taxes, expenses?
- You can use Quickbooks or Quicken to keep finances organized.
- Log finances quarterly or monthly.
- Start the habit today

Recording for this Meeting

https://carorg.zoom.us/rec/share/EZan18S8gn0f6dT3cjSuoodAi1jhMYuj2C9VwK7Te-C9FLHkLhDyCzTNPI0hOKR1.T_eLAfc3w3NFpqi8

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