

CAR Meetings, Fall, Anaheim

Mario Estrada

Personal Development and Education Forum:

[Store.Car.ORG](#) - Several courses are being offered. Some are on demand

Coming Soon - Partitions, Generative AI, Home Equity Conversion Mortgage and Authenticity and Negotiation

GRI classes can be done anytime now.

LearnMyWay Webinar

Schedule and Host your own webinar

Reserve 5 classes for a 15% discount

CE classes are free from CAR

Ethics renewal class every 3 years and Fair housing will be required soon.

TC Directory on [CAR.ORG](#)

3 Free classes - Realtor Resiliency Package 2 on mortgage and creative financing and Modern financing and statistics.

Currently looking for instructors nateo@car.org

Lending struggles - Interest rates, Appraisers were unable to get MLS data when Rappatoni went down. Insurance rates. Mountain and foothill areas. Trying to find insurance for areas prone to natural disasters.

Business Coaching - many have stated that a business coach will enhance their business skills.

How to Navigate Outside influences in a changing market.

Know your client and their opportunities to buy a home for financing.

Insurance: vet the insurance company they are using.

Creative Investor financing is coming back.

Ca Department of Insurance. Has a list of Insurance Brokers and Agents and how many lines of insurance they have available.

Coaching: Know who we are and what we want. Start with self mastery, know what you need before to seek out a coach. Why aren't you picking up the phone and cold calling. Design your business around what fits you. Get a coach who challenges you. Stick to a schedule. Do the things you don't want to do first to get them out of the way. Soul searching. Need help with your systems? Processes?