

Creating and supporting
professional, ethical,
career-minded
real estate agents!



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JANUARY

- 10 9:00 to 12:00 Required Salesperson/Broker Core: Agency Toolbox Essentials . . . 3 S/B
10 1:00 to 4:00 Required Broker Core: RISK - Your Business is NOT a Game. . . Broker - 3 B | Salesperson - 3 E
15 1:00 to 4:00 Ethics: A Moral Dilemma or Way of Doing Business? . . . FREE Course
24 9:00 to 12:00 Financeopoly: Real Estate Finance Basics . . . 3 E
24 1:00 to 4:00 Health & Fitness of Your Business: Prospecting for the Health of It!. . . 3 E
28 10:00 to 11:00 Breakfast Brief: Down Payments & Closing Cost with BNC National Bank

FEBRUARY

- 1 9:00 to 12:00 Smart Start: READY
14 9:00 to 12:00 Nailing It All Together: New Home Construction . . . 3 E
14 1:00 to 4:00 Getting to the Why: Strategic Negotiations . . . 3 E
25 10:00 to 11:00 Breakfast Brief: Video Sewer Inspections & Thermal Image Inspections with Firehouse Home Inspections

MARCH

- 1 9:00 to 12:00 Smart Start: SET
4 8:30 to 4:30 Pricing Strategies: Mastering the CMA certification course . . . 6
7 9:00 to 12:00 ABC's & 123's of the Purchase Contract . . . 3 E
7 1:00 to 4:00 Making the Grade: Advanced Contract Class . . . 3
14 9:00 to 12:00 Required Broker Core: Leadership: Work Smarter, Not Harder . . . Broker - 3 B | Salesperson - 3 E
14 1:00 to 4:00 Required Salesperson/Broker Core: REALTORS® Court: You've Been Summoned . . . 3 S/B
25 10:00 to 11:00 Breakfast Brief: Real Estate Photography & Virtual Staging with AEV Real Estate Photography
27 8:00 to 5:00 Silver Bullet Solutions: Helping Buyers Buy and Sellers Sell . . . 6 E

APRIL

- 5 9:00 to 12:00 Smart Start: GO
12 9:00 to 12:00 Converting Open Houses into Closed Transactions . . . 3 E
12 1:00 to 4:00 Solutions for Today's Toughest Listing Objections . . . 3 E
17 11:30 to 1:00 Lunch & Learn: Seeing Through the Cracks
22 10:00 to 11:00 Breakfast Brief: Home Loans with First National Bank
24 9:00 to 12:00 Required Salesperson/Broker Core: REALTORS® Court: You've Been Summoned IN NEWTON . . . 3 S/B
24 1:00 to 4:00 What Would You Do? Code of Ethics IN NEWTON . . . 3 E

MAY

- 9 9:00 to 12:00 Required Salesperson/Broker Core: REALTORS® Court: You've Been Summoned . . . 3 S/B
9 1:00 to 4:00 Required Broker Core: Leadership: Work Smarter, Not Harder . . . Broker - 3 B | Salesperson - 3 E
16 9:00 to 12:00 Millennials are People Too! . . . 3 E
16 1:00 to 4:00 Buyers Aren't Liars: Focusing on a Consumer Driven Experience . . . 3 E
20 9:00 to 10:00 Breakfast Brief: Choice & Opportunity in Public Schools with USD 259

JUNE

- 6 9:00 to 12:00 Psychology of Listings: It's All About the Consultation . . . 3 E
6 1:00 to 4:00 Mechanics of the Mechanical Inspection . . . 3 E
7 9:00 to 12:00 Smart Start: READY
12 9:00 to 12:00 ABC's & 123's of the Purchase Contract IN AUGUSTA . . . 3 E
12 1:00 to 4:00 Required Salesperson/Broker Core: REALTORS® Court: You've Been Summoned IN AUGUSTA . . . 3 S/B
20 1:00 to 4:00 What Would You Do? Code of Ethics . . . 3 E
24 9:00 to 10:00 Breakfast Brief: Conventional & Portfolio Loans with Meritrust Credit Union

E = ELECTIVE | S/B = REQUIRED SALESPERSON/BROKER CORE | B = BROKER CORE

JULY

11	9:00 to 12:00	Broker Core: (New & Under Construction) . . . Broker - 3 B Salesperson - 3 E
11	1:00 to 4:00	Salesperson/Broker Core: (New & Under Construction) . . . 3 S/B
12	9:00 to 12:00	Smart Start: SET
17	11:30 to 1:00	Lunch & Learn: TBD
18	9:00 to 12:00	Financeopoly: Real Estate Finance Basics . . . 3 E
18	1:00 to 4:00	Detours and Dead Ends: Navigating Your Way to a Successful Closing . . . 3 E
22	9:00 to 10:00	Breakfast Brief: Contract to Closing with Security 1st Title

AUGUST

2	9:00 to 12:00	Smart Start: GO
8	9:00 to 12:00	Radon for Real Estate Professionals . . . 3E
22	9:00 to 12:00	What Would You Do? Code of Ethics . . . 3 E
22	1:00 to 4:00	Nailing It All Together: New Home Construction . . . 3 E
26	9:00 to 10:00	Breakfast Brief: In & Outs of 203K & How it Can Help Your Fixer Upper Clients by MTG Family Mortgage

SEPTEMBER

12	9:00 to 12:00	Buyers Aren't Liars: Focusing on a Consumer Driven Experience . . . 3 E
12	1:00 to 4:00	Making the Grade: Advanced Contract Class . . . 3 E
19	9:00 to 12:00	Salesperson Broker Core: (New & Under Construction) . . . 3 S/B
19	1:00 to 4:00	Broker Core: (New & Under Construction) . . . Broker - 3 B Salesperson - 3 E
23	9:00 to 10:00	Breakfast Brief: How Insurance Premium Affects the Buying Process by Assurance Partners

OCTOBER

2 & 3	8:30 to 5:00	Real Estate Negotiation Expert Certification . . . 9 E
4	9:00 to 12:00	Smart Start: READY
16	11:30 to 1:00	Lunch & Learn: TBD
24	9:00 to 12:00	Ethics: A Moral Dilemma or Way of Doing Business? . . . NO CE . . . FREE Course
17 & 18	8:30 to 4:30	e-PRO® Certification . . . 9 E
28	9:00 to 10:00	Breakfast Brief: Video Sewer Inspections & Thermal Image Inspections by Firehouse Home Inspections

NOVEMBER

1	9:00 to 12:00	Smart Start: SET
13	9:00 to 10:30	Secrets of Success
14	9:00 to 12:00	Broker Core: (New & Under Construction) . . . Broker - 3 B Salesperson - 3 E
14	1:00 to 4:00	Salesperson/Broker Core: (New & Under Construction) . . . 3 S/B
21	9:00 to 12:00	Psychology of Listings: It's All About the Consultation! . . . 3 E
21	1:00 to 4:00	Detours and Dead Ends: Navigating Your Way to a Successful Closing . . . 3 E
18	9:00 to 10:00	Breakfast Brief: Real Estate Photography & Virtual Staging with AEV Real Estate Photography

DECEMBER

6	9:00 to 12:00	Smart Start: GO
11	9:00 to 12:00	Salesperson/Broker Core: (New & Under Construction) IN WINFIELD . . . 3 S/B
11	1:00 to 4:00	Inside Edition: The Reverse Mortgage & Celebrities IN WINFIELD . . . 3 E
12	9:00 to 12:00	Mechanics of the Mechanical Inspection . . . 3 E
12	1:00 to 4:00	Auction 101: Going Once...Going Twice... . . . 3 E

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Education is key to being more competent, confident and profitable!