

**LEARN HOW TO SELL NEW HOMES AND MAKE 2019 YOUR BEST SALES YEAR EVER!**

Day 1



**Building Your Real Estate Business Through New Home Sales - #33671**

Have you ever had a prospect call you to announce that they bought a new home over the weekend and will not be buying the re-sale home you thought they would? If so, learn from it, and do not shy away from selling new homes. Whether you are a new or experienced agent, we want to encourage you to become involved with the new home builders and sales representatives in your area. [Register >>](#)

**Course Time:** 9:00 – 11:00AM

**Course TREC Number:** 33671

**Instructor:** [Bob Hafer](#)



**Everything You Need to Know About New Home Construction - #33669**

Tackling a complex construction issue without understanding the basic process is like becoming a professional weight lifter, without training or ever lifting weights. An understanding of the construction process can benefit everyone from agents to the customer, and the builder. Before decisions can be made and ground broken, everyone needs to work towards the same goal from the same understanding. [Register >>](#)

**Course Time:** Noon – 2:00PM

**Course TREC Number:** 33669

**Instructor:** [Barry Hensley](#)



**How to Recognize a Green Built New Home - #33668**

Green building is the hottest term in new home construction today, but what is green building? The only supportable definition of a green built home is a home that has been built, tested and certified to meet the requirements of a recognized green building program. If the sales agent cannot give you a positive response and provide documentation, then your client is not buying a 'Green Built Home'. [Register >>](#)

**Course Time:** 2:30PM – 4:30PM

**Course TREC Number:** 33668

**Instructor:** [Barry Hensley](#)

Day 2



**How to Negotiate Successfully with a New Home Builder - #33670**

Learn how to negotiate with a home builder for the best possible outcome including. One of the great truths about sales is the answer is **no** until you ask. It is imperative that agents do their research, talk with a builder's sales agent, set realistic expectations with clients and then go out and ask for the best deal possible. [Register >>](#)

**Course Time:** 9:00 - 11:00AM

**Course TREC Number:** 33670

**Instructor:** [Bob Hafer](#)



**Understanding New Home Builder Contracts and Addendums - #33672**

Agents need to understand that builder contracts and addendums vary and are unique to the builder. That builder contracts and addendums will favor the builder and must be reviewed by the agent prior to a client signing the agreement. However, builder contracts and addendums are not to be feared but must be understood. [Register >>](#)

**Course Time:** Noon - 2:00PM

**Course TREC Number:** 33672

**Instructor:** [Chris Hartley](#)



**New Home Blueprint Reading for Realtors - #33667**

Blueprints are 2-dimensional architectural design drawings that indicate the size of a planned home, the materials to be used in its construction, and the placement of its features. Architects and builders use blueprints and written specifications to communicate to construction workers how the home is to be constructed. [Register >>](#)

**Course Time:** 2:30PM - 3:30PM

**Course TREC Number:** 33667

**Instructor:** [Tag Gilkeson](#)