

COMMITMENT TO EXCELLENCE PROGRAM

TRAINING RECOGNITION

GROWTH

ADVANTAGE



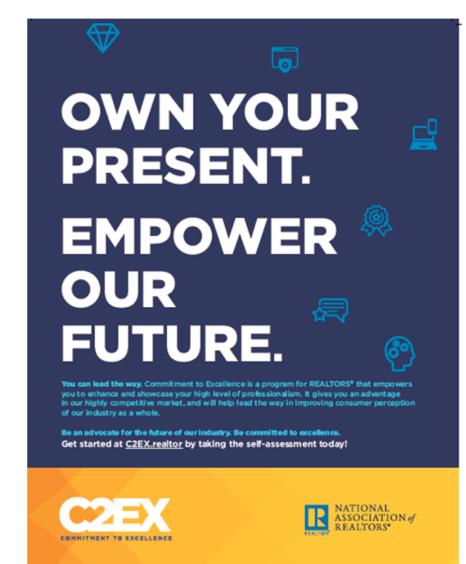


Enhance level of professionalism:

- *Consumer Perception
- *Peer Interaction

Empowering REALTORS®:

- *to Evaluate...
- *to Enhance...
- *to Showcase...
- ...YOUR high level of professionalism



WHY?



- Risk Management
- Increase Profitability
- Agent Retention Coaching Tool, No Cost
- Endorsement from NAR
- Personalized Education Broker Path



C2EX COMPETENCIES



Law

Code of Ethics

Fair Housing

Advocacy

Trust & Integrity

Reputation



Technology

Safeguard Privacy

Areas of Practice

Client Service

Broker





















Notifications

Learning Plan

Real Estate Law



Being current and knowledgeable about the laws, regulations and legislation affecting the real estate disciplines the REALTOR® engages in, and about real estate in their community generally.



Policy and Engagement







The Laws of Closing















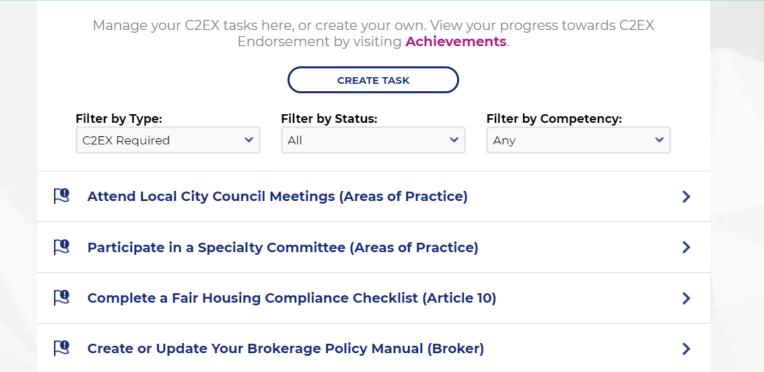








Tasks



















Send Survey

Recipient's Name *	Recipient's Email *	
Janice Simmons	c2ex@realtors.org	
Property Address		
555 Park Street		
Select Survey		
Choose	•	



			COMMITMENT TO EXCELLENCE
	Library		
	Q Search by keyword		
	Or browse by topic:		
	Select topic	~	
Handbook on Multiple Listing Policy			>
Association of Real Estate License Law Offices			
NAR State Issu	ues Tracker		>

BROKER PATH



- Onboarding New Agents Listing Presentations,
 Agency Relationships, Prospecting, Closing Skills,
 CMA, Disclosure Requirements, Time Management.
- Agent Recruitment & Retention
- Policy Development: Compensation, Technology & Ops
- Conflict Resolution





LET'S MEET OUR PANEL



INTEGRATE C2EX INTO YOUR BROKERAGE



OBJECTIONS FROM BUSY AGENTS







CULTIVATE: A highly professional brokerage

COMMUNICATE: Purpose & benefits of C2EX

CELEBRATE: Their participation and endorsements





- \$500 Seed Money
- Campaign is May 1 to September 1, 2019
- Judged on Creativity & Results

Be Innovative. Be Bold. Do Something Unexpected. YOU COULD WIN \$10,0000



