

# TRAINING

## 2006 B.E.S.T. Class Schedule

 Daytime classes

 Evening classes

### March

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     | 1   | 2   | 3   | 4   |
| 5   | 6   | 7   | 8   | 9   | 10  | 11  |
| 12  | 13  | 14  | 15  | 16  | 17  | 18  |
| 19  | 20  | 21  | 22  | 23  | 24  | 25  |
| 26  | 27  | 28  | 29  | 30  | 31  |     |

### April

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     |     |     | 1   |
| 2   | 3   | 4   | 5   | 6   | 7   | 8   |
| 9   | 10  | 11  | 12  | 13  | 14  | 15  |
| 16  | 17  | 18  | 19  | 20  | 21  | 22  |
| 23  | 24  | 25  | 26  | 27  | 28  | 29  |
| 30  |     |     |     |     |     |     |

### January

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
| 1   | 2   | 3   | 4   | 5   | 6   | 7   |
| 8   | 9   | 10  | 11  | 12  | 13  | 14  |
| 15  | 16  | 17  | 18  | 19  | 20  | 21  |
| 22  | 23  | 24  | 25  | 26  | 27  | 28  |
| 29  | 30  | 31  |     |     |     |     |

### February

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     | 1   | 2   | 3   | 4   |
| 5   | 6   | 7   | 8   | 9   | 10  | 11  |
| 12  | 13  | 14  | 15  | 16  | 17  | 18  |
| 19  | 20  | 21  | 22  | 23  | 24  | 25  |
| 26  | 27  | 28  |     |     |     |     |

### July

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     |     |     | 1   |
| 2   | 3   | 4   | 5   | 6   | 7   | 8   |
| 9   | 10  | 11  | 12  | 13  | 14  | 15  |
| 16  | 17  | 18  | 19  | 20  | 21  | 22  |
| 23  | 24  | 25  | 26  | 27  | 28  | 29  |
| 30  | 31  |     |     |     |     |     |

### August

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     | 1   | 2   | 3   | 4   | 5   |
| 6   | 7   | 8   | 9   | 10  | 11  | 12  |
| 13  | 14  | 15  | 16  | 17  | 18  | 19  |
| 20  | 21  | 22  | 23  | 24  | 25  | 26  |
| 27  | 28  | 29  | 30  | 31  |     |     |

### May

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     | 1   | 2   | 3   | 4   | 5   | 6   |
| 7   | 8   | 9   | 10  | 11  | 12  | 13  |
| 14  | 15  | 16  | 17  | 18  | 19  | 20  |
| 21  | 22  | 23  | 24  | 25  | 26  | 27  |
| 28  | 29  | 30  | 31  |     |     |     |

### June

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     | 1   | 2   | 3   |
| 4   | 5   | 6   | 7   | 8   | 9   | 10  |
| 11  | 12  | 13  | 14  | 15  | 16  | 17  |
| 18  | 19  | 20  | 21  | 22  | 23  | 24  |
| 25  | 26  | 27  | 28  | 29  | 30  |     |

### September

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     |     | 1   | 2   |
| 3   | 4   | 5   | 6   | 7   | 8   | 9   |
| 10  | 11  | 12  | 13  | 14  | 15  | 16  |
| 17  | 18  | 19  | 20  | 21  | 22  | 23  |
| 24  | 25  | 26  | 27  | 28  | 29  | 30  |

### October

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
| 1   | 2   | 3   | 4   | 5   | 6   | 7   |
| 8   | 9   | 10  | 11  | 12  | 13  | 14  |
| 15  | 16  | 17  | 18  | 19  | 20  | 21  |
| 22  | 23  | 24  | 25  | 26  | 27  | 28  |
| 29  | 30  | 31  |     |     |     |     |

No classes scheduled in November or December

**10% bonus**  
for completing all the modules

### Testimonials



**Susan Stachelczyk** – With over \$20m in sales in 2005 and O'Brien Realty's Top Producer for the last 5 years, Susan knows what she is talking about, "The BEST Class gave me the confidence and knowledge to be effective right from the beginning. I owe Brenda a lot for knowing what it takes to be good in this business and concentrating on that. The Best Class is the Best thing that you can do for yourself, Take it!"



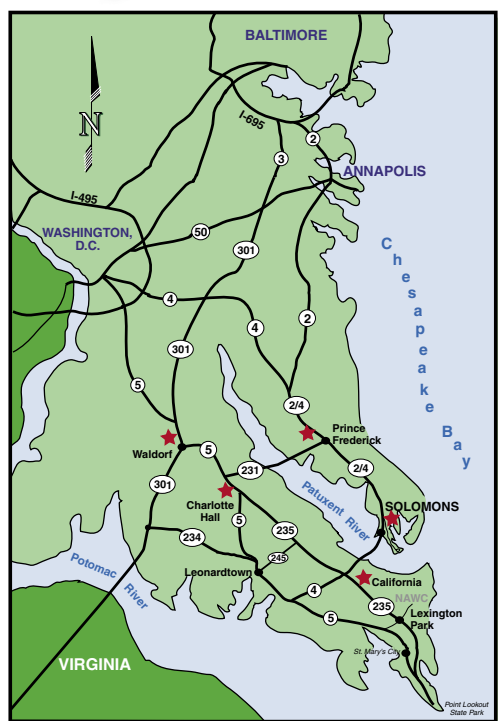
**Patrick Dugan** – An Office Manager for over 50 agents, "As a first year agent at O'Brien Realty, I was worried about what to do and when to do it. How would I handle my first listing, first sale, or even a rental? Now that I look back, I realize that I was able to handle everything because O'Brien Realty had great training and support. I attribute this success to the fact that I affiliated with the Best of Southern Maryland"



**Donna Thomas** – She is one of the most successful agents in the Waldorf office. "The real estate pre-licensing class prepared me for the state exam but not real life real estate situations. Honestly it was scary! Thanks to O'Brien Realty and Brenda Rosenstein, that terrifying feeling left after completing the Best Class. This class is a must for new and even veteran agents. I am so grateful to have had the opportunity to learn so much. The BEST Class is definitely the Best!"

The *Brokerage Essential Skills Training* class was designed for YOU, the newly licensed Real Estate Professional, as well as the experienced agent with a strong desire to increase your knowledge of all aspects of the business.

**BONUS INCENTIVE** – When you complete the BEST Class you will automatically move up to a 10% bonus level.



## B.E.S.T. Class *Day Class Schedule*

All Classes Held at the Charlotte Hall Office Thursdays 10:00 a.m. To 5:00 p.m.

| <i>Time</i>     | <i>Description</i>  | <i>Instructor</i>              |
|-----------------|---|--------------------------------|
| 10 – 1<br>2 – 5 | Understanding Agency and Buyer Brokerage<br>Advertising and Telephone Techniques  | Brenda Rosenstein              |
| 10 – 1<br>2 – 5 | Prospecting and Time Management<br>Financing Part 1: Conventional<br>(calculator required)  | Brenda                         |
| 10 – 1<br>2 – 5 | The MAR Contract<br>Contracts and Associated Documents  | Brenda                         |
| 10 – 1<br>2 – 5 | Conventional Loan Contract Writing<br>Sale to Settlement: Negotiation Strategies and<br>Closing Techniques (Buyer / Seller)<br>Review HUD 1 Sheet | Brenda<br>Brenda<br>Brenda     |
| 10 – 1<br>2 – 5 | Listing: Forms and Associated Documents<br>Listing Tools<br>CMA Preparation Using MRIS Matrix (demo)<br>Pricing the Listing to Sell               | Brenda<br>John Uribe<br>Brenda |
| 10 – 1<br>2 – 5 | Conventional Loan Contract Writing<br>Legal & Ethical Obligations of Sales Associates   | Brenda                         |

## B.E.S.T. Class *Evening Class Schedule*

All Classes Held at the Charlotte Hall Office Tuesdays 5:00 p.m. – 8:00 p.m.

| <i>Time</i> | <i>Description</i>   | <i>Instructor</i>    |
|-------------|--|----------------------|
| 5 – 8       | Understanding Agency and Buyer Brokerage   | Brenda Rosenstein    |
| 5 – 8       | Advertising and Telephone Techniques   | Brenda               |
| 5 – 8       | Prospecting and Time Management  | Brenda               |
| 5 – 8       | Financing Part 1: Conventional<br>(calculator required)  | Brenda               |
| 5 – 8       | The MAR Contract   | Brenda               |
| 5 – 8       | Contracts and Associated Documents   | Brenda               |
| 5 – 8       | Conventional Contract Writing  | Brenda               |
| 5 – 8       | Sale to Settlement: Negotiation Strategies and<br>Closing Techniques (Buyer / Seller)<br>Review HUD1 Sheet | Brenda               |
| 5 – 8       | Listing: Forms and Associated Documents<br>Listing Tools   | Brenda               |
| 5 – 8       | CMA Preparation Using MRIS Matrix (demo)<br>Pricing the Listing to Sell                                    | John Uribe<br>Brenda |
| 5 – 8       | Legal & Ethical Obligations of Sales Associates  | Brenda               |



Brenda Rosenstein has been with O'Brien Realty since 1984. She has been an Office Manager for 17 years and a dedicated Company Trainer for 16 years.

Brenda has served on the Maryland Association Of REALTORS® Model Forms Committee since 2000 and was Committee Chair in 2003. She has also served on the Southern Maryland Association of REALTORS® Forms Committee since 1994 and has chaired the Committee for the last five years. These committees have given Brenda a full knowledge and understanding of the complexities of real estate contracts and associated documents, and insight into the legislative changes and proper uses of the documents. Throughout her career Brenda has remained very much an active agent, listing and selling properties, including representing builders in new subdivisions. This ensures that she continually updates course material with relevant real world experience and current market conditions.

Brenda takes the B. E. S. T. classes very seriously and enjoys observing the development of new agents who grow into successful professionals after completion of her classes. Many of her graduates are among O'Brien Realty's top producers and several have been SMAR Rookies of the Year.

**Call Judy Roediger at 301-274-4484 and let her know if you will be attending a class, so we can prepare enough handouts for all attendees**

**O'Brien Realty**  
THE *Best* OF SOUTHERN MARYLAND