

Michelle Rojas - CE Solutions

Business Planning for the Market Rebound

In this program, we review: causes for Real Estate Market hyperactivity, the concept of supply and demand in the real estate market and the impact it had on the current crisis, the concept of being “upside down” on a real estate property, and four elements to include in a solid real estate business plan. He will also explain the concept on sustainable income through real estate purchases and the financial considerations to be included in a real estate business plan.

3 hours CE credit

Comprehensive Riders

You want your contract to close correct? This course insures you'll know what you're writing, the right form for the right transaction and staying out of court. Buyer wants to obtain financing, and doesn't want to risk their deposit, what forms do you use? In this program you'll learn exactly what you need, how to fill it out, and get the deal closed. It's Sunday, you've got a buyer, and you don't know what to do? Spend a few hours in this program and you'll never doubt your skills again. Riders by definition are attached to something because the "something" didn't cover it. Together we'll insure that you'll know what form to use for every type of transaction you'll be involved with.

3 hours CE credit.

The 'Ins' And 'Outs' of Successful Contracts

Contracts can be exciting! Learn the real ins and outs from one of the top Brokers in Florida. Complete a contract right at outset, and assure yourself of profitable closings for all concerned. Arms-length, short sale REO, your Instructor does them successfully every day. You will as well! **3 hours CE credit.**

Real World Negotiating

In this program, you'll learn that people do things for THEIR reasons, not yours. You'll learn to list first, and act second. You'll leave with cues that will tell you how they process information and the best kind of negotiating strategy that they will respond to. **4 hours CE credit.**

About Michelle:

A native Floridian with over 25 years of real estate experience, Michelle brings a wealth of experience, Real Estate knowledge and Sales strategies. Her passion for real estate and higher learning has earned her numerous designations and awards. Her experience is full having been active in all aspects of the Real Estate business from Broker-Owner, Active Full-time agent, Regional Manager, and past Productivity Coach.

She has been educating at the local board and area offices for over 6 years with such topics as Code of Ethics, MLS Do and Don't, Contracts, Negotiations, and more. For the past 10 years has served in some capacity at the Local, State, and National Association of Realtors and Councils including being the First President of Miami YPN Board. She is a proud Graduate of the National Association of Realtors Leadership Academy, Florida Realtors Leadership Academy, and National CRS Leadership Academy, as well as a Graduate Dale Carnegie Speaker Special Session for MAR.

Her passion for Agent Training includes such specialties such as: Risk Management, Negotiating, Contracts and everyday Real Estate strategies such as prospecting, marketing, and more. She loves to bring her energy to create a comfortable environment and engage her attendees to get the most out of all her trainings and classes. She speaks and writes English and Spanish fluently too!

Her goal is to bring “A Collaborative & Energetic Approach to Learning!”

"Because Together we learn more!"

