

# CE Programs by Carrie Prieto

## Buyers vs Renters and Other Millennial Facts

50% of the market across the country are first-time home buyers. They are primarily Millennials and have a unique skill set and preconceptions about the home buying process. As home ownership rates have been declining, this course is designed to assist you to gain transactions and help family and friends purchase their first home. Don't get caught unaware of this huge pillar of business. You'll leave this course armed with the "What to Say" and "How to Say it" to reach those Millennial customers and become THE expert for first-time homebuyers. **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.**

## How to Know if Your Transaction is Going South

We've all had those transactions that we'd classify as a "problem". But what was the problem? Even though each transaction is a unique course of events, there can be plenty of similarities with each transaction. Knowing the similarities with each transaction can help us pinpoint those key areas that need "attention to detail". This will help us avoid future problems in those areas of the transaction, and help for smoother transactions in the future. So, a check list and consistent approach to each transaction not only benefits your buyers and sellers, but keeps you out of trouble too. **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.**

## Preparing & Navigating the Listing Contract

Listing Contracts are an important part of the real estate business. They communicate who is responsible to do what, give a time period for those items to be performed, and guarantee the listing broker to be paid for these services. Having all the 'T's crossed and the 'I's dotted can mean the difference of getting paid, and not getting paid. In this program you'll become familiar with various types of listing contracts, the difference between them, and some options to guarantee compensation while making your way to the closing table. **4 hours CE.**

## The Social Side of Real Estate

It's safe to say Social Media is here to stay and should be an integral part of every Realtor's business. But many Realtors spend endless hours putting content out without receiving any direct new business from it. Others don't know where to begin. The overall objective of this class is to define the true goal of Social Media, engagement with your customers, and learn how to maximize your efforts while staying in compliance with all FREC rules and regulations and our Realtor Code of Ethics.

This course will cover the basics of understanding who your audience is, how to find them, and how to create engagement through providing valuable information about their concerns and interests. How to keep your customers information safe through best practices and risk management while keeping yourself from becoming a target.

**3 hours CE credit.**

## About Carrie

Carrie Prieto brings a wealth of experience and knowledge to Premier Sotheby's International Realty. She began her real estate career after moving to Orlando in 2004 and first worked for Centerline Homes as the regional sales and marketing director. Carrie would go on to have her own international real estate brokerage and then was managing broker for a firm in downtown Orlando, where she facilitated a 330% growth which tripled the office in size and sales volume.

She is a member of several real estate organizations, including the National Association of REALTORS® (NAR), the Florida REALTORS® association, the Orlando Regional REALTOR® Association and the Women's Council of REALTORS®.

Carrie chose to work for Premier Sotheby's International Realty because of the Sotheby's International Realty® history, tradition and quality. In addition, she was fascinated by the level of service that the company provides to both its associates and its customers. She feels that consistency is key, and with Sotheby's International Realty, you know you are getting the highest standard of luxury. Carrie is a licensed real estate instructor with the state of Florida.

A former opera singer in New York City, Carrie speaks Spanish, Portuguese, French, German and Italian. Outside of real estate, she has been involved with the March of Dimes organization and the Garden Theatre. Carrie is the mother of three, two of which attend Windermere High School while her oldest is currently studying pre-med at Johns Hopkins University. She has been married to her college sweetheart for 22 years.

