

# 2023 Programs by Kim Bell

## Master the Contracts, Riders, Addenda and More!

Contracts are not as easy as they appear! This 3 hour course, facilitated by Kim Bell, a Realtor® and State Certified Real Estate Appraiser (RD3617) for over 20 years, will educate Realtor® members on the fine points of a Purchase and Sale Agreement, and help them improve their contract proficiency exponentially! \* Personal Property \* Components of Closing \* Automatic Extension to Closing \* Occupancy Clause and Short Term Rental \* Loan Approval Period and Financing \* Time Calculations \* FIRPTA \* Force Majeure \* Riders and Addenda **3 hours CE credit.**

## Mastering the Real Estate Agent's Role in the Appraisal

### Process

The appraisal process can get confusing, and you may have several questions. Some of these questions may include wondering whether you can talk to the appraiser, or meet them at the property for the inspection, more commonly referred to as the observation. Are you allowed to provide the appraiser with sales or anything else? You may also not fully understand what a comparable sale is or why it is important, or who exactly the appraisal is for. Other important information is knowing how to assist the appraiser and your customer by appropriately managing the utilities during an appraisal, or if you should send the contract to the appraiser. You or your customer may wonder if the appraisal really only takes 30 minutes, if you get a copy of the appraisal, or who talks to whom if the value is disagreed upon. You can better serve your clients if you know if an appraisal is an inspection, if the taxable value is the same as the current market value, if the square footage on county records is correct, or the important aspects of FHA appraisals. This class can give you the answers to such questions, among others!

**3 hours CE credit.**

## 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.**

## 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.**

## 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 credit.**

## NAR - Code of Ethics

Three hour workshop on the current Real Estate Professional Code of Ethics. **3 hours Ethics in Business CE credit.**

## About the instructor:

Kim Bell began her real estate career in 1992 selling and listing real estate, appraising for tax purposes and then began private fee appraising in 1998. Her experience includes all aspects of residential real estate sales, some commercial real estate sales and residential real estate appraisals. Kim has been teaching real estate appraisal classes since 2014. She has been working in Volusia and Flagler counties since 1998 and began her appraisal business in 2003 while continuing to sell real estate as a top producer with RE/MAX Signature in Volusia County. Kim is a Florida real estate broker, prior Certified Florida Evaluator, a HUD approved Realtor®, a FHA/ HUD Approved Appraiser, Graduate of the Realtor Institute, a Pricing Strategy Advisor, a Certified Residential Specialist as well as a State Certified Residential Real Estate Appraiser (RD3617). Kim was thrilled to have been approved as a Veterans Affairs panel appraiser and recently celebrated her two year anniversary serving veterans. Kim was approved to teach GRI 301 Property Management & Common Ownership at Florida Realtors® 2018 convention. As of September 2018, Kim has been approved as a State of Florida School Instructor, permitted under Chapter 475. In October of 2018, Kim received authorization from NAR (National Association of Realtors®) to teach their Pricing Strategies: Mastering the CMA Course, PSA (Pricing Strategy Advisor) Certification. In addition, Kim joined RE/MAX Signature in November of 2018 as a sales person, and their Training & Development Specialist, helping local Realtors® to sharpen their skills and increase their production.

In her free time, Kim enjoys spending time with her family, traveling the globe, going to Disney, walking the Granada Bridge in Ormond Beach, and visiting car shows.

A few of the charities Kim supports include the Legacy House, UF Campus Christian House, The American Cancer Society and local cancer patients by providing Cancer Care bags in memory of her loved ones lost too soon.



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## NON CE programs

### **Build and Bedazzle Your Business to Last (2 hours non-CE)**

This program is designed to share a great referral program, and enhance the agent's referral business. The agent will learn how to confidently and discreetly solicit friends, family and past clients for new new business, by showing them that they care about them. The agent will also learn ways to increase their revenue and referral business within their own company, and stay in front of their sphere of influence on a regular basis.

### **Strategize for the Best Open House...Ever! (2 hours non-CE)**

Learn the criteria for which house should be held open and which one should not! Welcome each guest, determine who is a Looky Lou and who is a serious prospect. Learn how to converse with your open house guests in a non threatening manner, gain trust, share information and increase your revenue. Focus, follow the plan, stay consistent and increase your sales!

## Under Development

### **Lead Your Clients to Successfully Close VA Transactions**

## Other programs instructed by Kim:

**NAR:** Pricing Strategy Advisor (PSA)

At Home With Diversity (AHWD)

**GRI 301:** - Appraising

- Property Management & Common Ownership

**CE:** - Pricing in a Competitive Market

- Working with the Bank's Appraiser and the Consumer **3 hours CE**