

# 2021 TRAINING SCHEDULE



## Managing Listings and Sellers

(2/16, 4/20, 6/15, 8/10, 10/12 12/7)

So you got the listing, now what?

- Add & Edit Listing • Status & DOM • The MORE Button • Copy a Listing • My Hit Counters & Reverse Prospecting • Market/Listing Performance Reports

## Statistically Speaking

(1/28, 5/11, 11/16)

Statistics are just as important as ever when showing buyers and sellers information about their particular market. Learn to utilize Bright tools to help track market conditions and trends. Topics include the Bright Steps Market Update, Market Watch, Hot Sheets, Quick Stats, Industry Watch, Market Statistics Report, and Residential Activity-Performance Reports.

## CMAs, Setting the Right Price

TBA

Looking to help your clients with their pricing or offering strategies? Create a comparative market analysis (CMA) that helps sellers set the right price, and enables buyers to make the right offer.

## Making the most of Remine Pro

(1/28, 5/11, 11/16)

Join us to discover how you can leverage the power of Remine Pro, a software platform included with your Bright subscription, that combines property records, data visualization, tracking, and predictive analytics to enrich the information you receive through the MLS. Learn about: • Searching for active and off-market properties • Actionable insights like move scores, property values, mortgage info, home equity, ownership time and contact info • Easily generating CMA 360 reports that analyze MLS and off-market records • Marketing tools that help you communicate and advertise • Building lists, export data, create labels and send mailers • Providing a free credit report for your clients • Tracking what your clients are looking at in Remine • And so much more!

## NEW AGENTS START HERE

### Bright Orientation

(4/20, 10/12)

This is the place to start for those new to BrightMLS. Take a tour of our website, discover the many training opportunities (both in-person and online), and set up your account for billing, branding, and client related preferences for maximum efficiency.

### Intro to Bright

(4/20, 10/12)

Topics include how to effectively search sales, rentals, public records and more; understanding residential search display; review of new listing status; new map search tools; creating custom displays; creating reports. For new agents or as a refresher

### New Agents Start Here!

(2/16, 6/15, 8/10, 12/7)

Ready to hit the ground running? Look no further, we'll show you around! Join us as we get you up-to-speed on what you need to know as a New Agent. From account set up to reports and emails, this is the clinic for you!

### New Agents Part 2

(2/16, 6/15, 8/10, 12/7)

Now that your account is set up, join us as we teach you more about Searching (Map & Results), Auto Email, Contacts, Printing, Public Records and more.

### Bright MLS Homesnap Pro

3/16

Learn how to access and share Bright MLS information from anywhere using HomesnapPro. HomesnapPro is your mobile connection to Bright MLS data from your phone! HomesnapPro is included in your Bright MLS subscription fee so there is no additional fee to use it. Attendees will learn how to find important MLS information from their phones, easily share MLS information with their clients, offer prospects/clients a branded version of the app, and much more. Attendees should download the HomesnapPro app before the session begins.

[WWW.BRIGHTMLS.COM](http://WWW.BRIGHTMLS.COM)



1/28: Statistically Speaking, 10:30 am-Noon  
1/28: Making the Most of Remine Pro, 1:30-3:00 pm

2/16: New Agent? Start Here, part 1, 10-11 am  
2/16: New Agents, part 2, 11 am-12:30 pm  
2/16: Managing Listings & Sellers, 1:30-3:30 pm

3/16: Homesnap Pro, 10:30 - 11:30 am

4/20: Orientation, 10-11 am  
4/20: Intro to Bright, 11 am-12:30 pm  
4/20: Managing Listings & Sellers, 1:30-3:30 pm

5/11: Statistically Speaking, 10:30 am-Noon  
5/11: Making the Most of Remine Pro, 1:30-3:00 pm

6/15: New Agent? Start Here! part 1, 10-11 am  
6/15: New Agents, part 2, 11 am-12:30 pm  
6/15: Managing Listings & Sellers, 1:30-3:30 pm

8/10: New Agent? Start Here! part 1, 10-11 am  
8/10: New Agents, part 2, 11 am-12:30 pm  
8/10: Managing Listings & Sellers, 1:30-3:30 pm

10/12: Orientation, 10-11 am  
10/12: Intro to Bright, 11 am-12:30 pm  
10/12: Managing Listings & Sellers, 1:30-3:30 pm

11/16: Statistically Speaking, 10:30 am-Noon  
11/16: Making the Most of Remine Pro, 1:30-3:00 pm

12/7: New Agent? Start Here! part 1, 10-11 am  
12/7: New Agents, part 2, 11 am-12:30 pm  
12/7: Managing Listings & Sellers, 1:30-3:30 pm