

Relocation Associate Syllabus

(Also available to Leaders)

Regardless of your experience level, Institute 2.0 offers resources to help you capture even more business in specialized areas such as referrals and relocation.

WEEK 1

- Take Relocation Orientation
- Enroll in the LeadingRE Sales Specialist (LSE) Certification
- Take Customer Expectations, Great Service, and Gratitude

RELOCATION
SKILLS

CERTIFICATIONS

WEEK 2

- Take the Outgoing Referral Part of Your Plan
- Continuing in the LSE, take Communication, Active Listening, and Angry Customers

RELOCATION
SKILLS

CERTIFICATIONS

WEEK 3

- Take Recognize Opportunities, and Understanding the Transferee
- Continuing in the LSE, take Find Opportunity, Accountable, and Thoughts & Actions

RELOCATION
SKILLS

CERTIFICATIONS

WEEK 4

- Take Preparing for Incoming Referrals
- Completing the LSE, take Dynamic Service, Internal Customer, and Make a Difference
- Take the Home Finding Campaign

RELOCATION
SKILLS

CERTIFICATIONS

RELOCATION
SKILLS

WEEK 5

- Take Understanding Relocation Management Companies
- Take How Pre-marketing & Home Sale Programs Work

RELOCATION
SKILLS

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WEEK 6

- Take Home Sale Listings
- Take Corporate Inventory Listings
- Take Introduction to REO's

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Visit the Institute 2.0 Library for additional resources to help build your business and the CE Shop site for online CE courses (currently available in all states except MA and WI). Institute 2.0 gives you access to your company-branded CE Shop page where you can access courses affordably for CE. Simply click on the link and create an account to enroll in continuing education courses.