

# Real Impact Group

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CE CLASSES/COURSE CREATION/VIDEO TRAININGS/WORKSHOPS/COACHING

*Bringing customized education to our students.*

## Cynthia DeLuca

EDUCATOR

### Ask:

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- Ask Cynthia about creating a customized course for you.
- Authored over 100 courses in various states across the nation.
- References available upon request

### Credentials

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- State Permitted Instructor
- Teaching since 2002
- Florida REALTORS Educator of the Year
- Orlando Regional REALTOR Association Educator of the Year (Twice)
- Authored over 100 courses
- Author of *The High Heels Landlord*
- Author of *Fill'er Up*
- Author of *The Standout Agent*

### Contact

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1742 S Woodland Blvd #168  
DeLand, FL 32720  
T: 386.747.3445  
E: [Cynthia@CynthiaDeLuca.com](mailto:Cynthia@CynthiaDeLuca.com)  
[www.CynthiaDeLuca.com](http://www.CynthiaDeLuca.com)

### What Students are Saying:

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*Not certain there is anyone better than Cynthia DeLuca-Such a consummate professional who has the experience and real world know how.*

*I've been in real estate for 15 years and taken a lot of courses. For a while there I found myself just taking courses to fill the CE required by the state. With your SRS course you gave me a renewed sense of purpose. I learned so much from you in the past two days then I have in the last 10 years! I Look forward to more classes with you. Thank you for relighting the fire within me!!!*

*Cynthia has an excellent presence about her that is conducive to learning. An above average presenter.*

*Cynthia is amazing-great course-SO much information, very well explained. Fantastic speaker.*



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## Sales

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### 2 hr CE

- Are You Grandfathered In? A guide to Zoning, Non-Conforming Use and More (FR)
- Assuming What? A Look at How Assumable Mortgages Work for Buyers and Sellers (RIG)
- How to Complete the Listing Agreement (RIG)
- Millennials Are So Yesterday: Embracing the Z Generation (FR)
- Seller Financing for Residential Transactions (FR)
- The Scoop on Real Estate Teams (WTTP)
- To Disclose or Not (RIG)
- Who Owns That Property? A Guide to Probate, Trusts and More (FR)
- Know Your Boundaries, A Guide to Surveys (FR)
- Solar Panels in the Real Estate Transaction (WTTP)
- Exploring Buyer Broker Agreements (RIG)
- AS IS vs. Repairs: Contract Choices (RIG)

### 3 hr CE

- Everything You Need to Know About Successful Sales Contracts (RIG)
- Best Practices for Real Estate "How to stay out of real estate jail" Ethics Credit (FR)
- Code of Ethics (FR)
- Comprehensive Riders (RIG)
- Core Law - Avoiding the Danger Zone or Minimize Legal Risks (FR)
- Escrow Rules & Regulations, How To Stay Out of Trouble (FR)
- How to Know if Your Transaction is Going South (WTTP)
- Ins & Outs of Successful Contracts (WTTP)
- Newly Licensed? Now What? (FR)

## Sales

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### 3 hr CE

- Preparing & Navigating A Listing Contract (RIG)
- Professional Success-Transaction by Transaction (FR)
- Prudent Risk Mgmt for Realtors (WTTP)
- Risk Management (FR)
- Goal Setting (FR)
- Roadmap to a Successful Closing (FR)
- To Team or Not to Team (FR)
- Understanding Buyer Agreements (FR)

### 4 hr CE

- Completing an Effective Purchase & Sales Contract (FR)
- Negotiating Skills for Today's Real Estate Professional (FR)
- Newly Licensed? Now What? (FR)
- Preparing a Listing Contract (FR)
- Preparing and Navigating the Listing Contract (WTTP)
- Risk Management (FR)

## Brokers

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### 2 hr CE

- Alternative Revenue Streams for Brokers (FR)

### 3 hr CE

- Look Before You Leap: FL Statutes, Rules & Best Practices when operating as a Real Estate Broker (WTTP)
- So You Want to Be a Broker? (FR)

### 4 hr CE

- Step It Up: A Guide for Brokers (FR)
- The ADA & Commercial RE (FR)

## Prop Mgmt

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### 2 hr CE

- How to Sell A Tenant Occupied Property (RIG)

### 3 hr CE

- Clarifying Service Animals (FR)
- Creating and Operating a Service-Driven Property Management Company (WTTP)
- Pick Me! A Guide to Rental Applications (RIG)
- Property Management for the Real Estate Practitioner (FR)
- Re Investing: The Good, Bad & ugly (WTTP)
- Streamlining Your Property Management Business (RIG)
- The Perfect Tenant (FR)
- Tenants, Toilets and Tornadoes (FR)
- The Good the Bad the Ugly (FR)
- The Long & Short of It-The pros cons & differences of long & short term rentals (RIG)
- Understanding Section 8 Housing (FR)
- Unlocking the Secrets of Commercial Investing, Property Analysis, Purchase & Management (WTTP)
- What is Section 8? Understanding Subsidized Housing (RIG)
- What's Chapter 83 Got To Do With It? (RIG)
- You Gotta Go-Tenant Evictions (FR)
- Short Term Rental Specialist Part 1 (FR)
- Short Term Rental Specialist Part 2 (FR)

### 4 hr CE

- A guide to Managing Short Term Rentals (FR)
- How to Make the Most of Your Property Management Business (FR)
- Property Management for the Real Estate Practitioner (FR)
- Streamlining Your Property Management Business (RIG)

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## GRI

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- 101: Law, 4 hours
- 102: Contacts to Contracts, 8 hours
- 102: Goal Setting & Business Planning, Prof. Success, 7 hours
- 103: Negotiating and Counseling, 3 hours
- 103: Law, 4 hours
- 201: Sales and Marketing, 6 hours
- 201: Personal Promotion, 6 hours
- 301: Property Management & Common Ownership, 6 hours
- 302: Brokerage Management, 4 hours
- 302: Land, Environment, & Property Rights, 3 hours

## OTHER

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- Excellence in Professionalism, Gold Key Certification, 8 hrs by Orlando Regional REALTOR Assoc.
- Excellence in Professionalism, Platinum Key Certification, 8 hrs by Orlando Regional REALTOR Assoc. (for brokers/managers only)
- LCIW: Learning Center Instructor Workshop, 2 days (FR)

## REBI

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- Marketing the Listing
- Real Estate Professional Assistant Certification (REPA)
- Seller Representative Specialist (SRS designation)

## REBAC

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- Accredited Buyer Representative (ABR designation)
- Corporate Relocation: The Next Move
- Pricing Strategy Advisor: Mastering the CMA (PSA Certification)
- Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself
- Real Estate Safety Matters
- Short Sales & Foreclosures Resource Certification (SFR)
- New Home Construction and Buyer Representation

## NON-CE

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### Keynotes:

- The Fortune is in the Follow-Up
- What English Bulldogs Can Teach You About Real Estate Buyers
- How Leaders Conquer Public Speaking
- Persistence Pays Dividends
- The Great 8
- Ask about a custom presentation for your audience

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