Real Impact Group

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

Bringing customized education to our students.

Cynthia DeLuca

EDUCATOR

Ask:

- Ask Cynthia about creating a customized course for you.
- Authored over 200 courses in various states across the nation.
- References available upon request

Credentials

- State Permitted Instructor
- Teaching since 2002
- Florida REALTORS Educator of the Year
- Orlando Regional REALTOR Association Educator of the Year (Twice)
- Authored over 200 courses
- Author of *The High Heels Landlord*
- Author of *Fill'er Up*
- Author of *The Standout Agent*
- Author of *Cash Flow Freedom*

Contact

5900 Cheyenne Dr.
De Leon Springs, FL 32130
T: 386.747.3445
E: Cynthia@CynthiaDeLuca.com
www.CynthiaDeLuca.com

What Students are Saying:

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.

Cynthia DeLuca

EDUCATOR

Sales

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

- Duty Calls: Navigating FL's Brokerage Relationships with Confidence
- 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)

Sales

3 hr CE

- Newly Licensed? Now What? (FR)
- 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 Broker 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)
- Pricing in a Competitive Market (FR)
- The Language of Listings (FR)
- Understanding Buyer Broker Agreements (FR)

Brokers

2 hr CE

- Alternative Revenue Streams for Brokers (FR)

3 hr CE

- 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

2 hr CE

- How to Sell A Tenant Occupied Property (RIG)

3 hr CE

- Core Law for Property Managers (FR)
- 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)
- Real World 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)

Real Impact Group

Cynthia DeLuca

EDUCATOR

GRI

- 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

- 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)
- Wealth Building Week: A full week of hands on real estate investment education

REBI

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

REBAC

- 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

OTHER CERTIFICATIONS

- 4-Habits Certified: The Business of Building Trust: From Rapport to Revenue (RIG)

NON-CE

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

Other Sessions:

- Did I Say that? A look at public speaking
- The Crystal Ball Class: a look at economic indicators in the local market

Real Impact Group