



Training & Development Committee Agenda

Vision: Atlanta's real estate professionals' Association of choice.

Mission: Supporting high standards of conduct, the business of real estate, our members, and the communities we serve.

Values:

- Property Rights
- Professionalism
- Member Services
- Leadership
- Diversity
- Community

Goals:

- ❖ Public Affairs
- ❖ Member Services
- ❖ Professional Excellence
- ❖ Community and Public Relations
- ❖ Dynamic Association

What Do We Do?

Promote, Protect and Defend
our Members and the Industry!

Thursday, September 17, 2020, 10:00 am
Zoom Video Conference
Rod Williams, presiding

1. Welcome and Introductions
2. [Previous Minutes](#) - Informational
3. Seminar for credit hours
 - a. Topics - 6 Hours total
 - i. Run Your Business Like a Business
 1. Date: February
 2. Possible Instructors: Harold Hudson and Teresa Palmer (CPA)
 - ii. Navigating Transactions Contract to Close
 1. Date: May
 2. Instructor: Whitney Kennedy
 - iii. Knowing the Right Loan For Your Buyer
 1. Date: August
 2. Possible Instructors: Barry Butler (Ameris), Brian Stephens (Prosperity Mortgage), Bay Equity
 - iv. Social Media/Establish Your Brand & Protect Your License
 1. Date: November
 2. Instructor: Shantha Wetterhan
4. ["I'm a REALTOR...Now What?" Recap](#) - Informational
5. Adjourn

- **Committee Website** - www.atlantarealtors.com/training

