

Title: Overcoming Economic Uncertainty

This course will focus on teaching how REALTORS® can maintain and grow their business during economic uncertainty. With the pandemic and current rates of inflation being on the forefront of REALTORS® and consumers' minds, it's important to stay ahead of the curve and learn how to remain successful. Provide insight to the real estate professional on the current economic conditions of the real estate industry, whether a small, medium, or large brokerage. Looking at current economic conditions in real estate and what the future holds from the perspective of the consumer and the industry itself. Course will provide license holders with valuable information to better meet the needs of current and potential clients in present and future real estate markets.

Learner Objectives:

- Understand how to maintain and grow your business during economic uncertainty.
- Overview of economic projections and market analysis.
- Taking these projections, discuss subsequential shifts in the real estate industry and how to grow your business.

Timed Outline (60 minutes total):

10 minutes	Sharing REALTOR® experience
20 minutes	Discussing economic projections and analysis
20 minutes	Demonstrating how to maintain and grow business through uncertainty
10 minutes	Q&A
60 minutes	