



Mastering Real Estate

With Prosperity Homes University!

Welcome to Prosperity Homes University, where you can become a “Master” of Real Estate. Our topnotch multi-course educational seminars will help you stay healthy, safe, and sane in any Real Estate market.

For the first time in your career, you will understand how to protect yourself, your license and your freedom, while practicing Real Estate safely and profitably. Our training has a results-proven record of success. We are not only confident in your success, but we also GUARANTEE our training. This is an excellent, comprehensive education for new Agents, as well as seasoned Agents. Our educational, jam-packed, get-to-the-point, no-nonsense courses on C.A.R. Contracts, Mandated Disclosures, WIN Forms, Short Sales transactions, REO transactions, Real Estate processes, Listing Presentations, Marketing, Advertising, Real Estate laws, and MLS Rules and Regulations, are affordable, easy-to-understand, and combine practical and legal invaluable information.

Training Objectives

- Empower participants with the knowledge and skills they need to effectively deal with Real Estate transactional issues, such as: contractual, appraisal, inspections and Escrow Red Flags
- Provide in-depth information on Risk Management by improving trouble-shooting skills, identifying contract traps and understanding how to overcome transaction pitfalls successfully, therefore enabling participants to conduct Real Estate business in a safe and profitable manner and minimize their exposure to dangerous and costly litigations
- Utilize innovative training techniques and strategies, as well as instructor’s 20+ years of teaching experience to help participants benefit to the fullest and learn the information easily
- Arm participants with the skills, required to explain contracts to their clients in a “legally correct” manner, therefore minimizing their exposure to law suits

All courses will help participants elevate their level of professionalism, polish contract technical and legal skills, improve the ability to get business, and keep clients for life. Keep your handouts and use this material over and over again.

Finally, you will have peace of mind, watch your income grow, and prosper as you’ve never thought possible.



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People Are Talking...

“AWESOME teacher and AWESOME training! I've been in this field for 40 yrs+ and I was SOOOOoooo always looking forward to REALLY understanding the "ins" and "outs" of the contracts and how to write strong and effective offers, but I have never had a training to learn this. Your classes are SUPERB and SURE I have never had training like this one before.”—Heather C., **Broker/Century 21**

“For years, I have attended my company’s training and I thought I got it all. When I started attending Berta’s educational seminars, I was very surprised to realize how little I knew. I would highly recommend her training to every professionals, who wants to do the best job for his/her clients” – Alan K., **Agent/Coldwell Banker**

“Berta's classes have not only increased my power of knowledge in real estate and helped me with my level of confidence in practicing my license, but also inspired me to be a very diligent and a great agent. I was surprised that I learned a lot of new information from her classes- tips, techniques, legal issues, even though I had years of experience in the industry. She taught us not only from her own 25 years experience, but also from her heart and with passion. I truly want to recommend Berta’s classes to any agent who is serious about being an outstanding one and want to learn how to do things right.”—Sally O., **Agent/ Keller Williams**

“Berta, Love, Love, Love all the work you are doing in this area of universal education, and helping anyone and everyone to become better professional and understand what we do as realtors. You deserve kudos!” -- Patricia J., **Independent Broker**

“Berta's courses on Real Estate really dove into the essentials of maintaining a sound Real Estate business. We had detailed instruction on pitfalls of poorly executed contracts for both listing and buyer's agent. As a result of this course, I am more confident & secure about my Real Estate business. I am sure this Real Estate course is beneficial for any veteran Real Estate agent or broker. However it is essential or may be even mandatory for the novice agent.” – Luis O., **Agent/Prosperity Homes**

Prosperity Homes University | P: 408-391-7299 | F: 408: 608-1739 | www.prosperityhomes.com | Cupertino, 95014



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Instructor: Berta Volfer

Real Estate Credentials and Specialties

- Licensed as Real Estate Broker by Department of Real Estate, California
- Founder of Prosperity Homes University and Prosperity Homes Real Estate firm
- Trained by Leading California Real Estate Schools and top Real Estate professionals
- Legal consulting by Santa Clara Association of Realtors Legal Department and prominent Real Estate Attorneys
- TV Show producer and a host for a consumer educational program "**Secrets to Real Estate Prosperity**" on a KMVT community channel 15, San Jose/Cupertino/Mt.View/Los Altos/Sunnyvale/Palo Alto
- Member of the MLS, Inc.
- Member of Santa Clara and Bay East Association of Realtors
- Member of National Association Of Realtors
- Real Estate column writer for "Campbell Express" newspaper
- Real Estate/Mortgage Consultant and Advisor
- Public Educator

Other Experience

- 25+ Years of Real Estate/Sales/Marketing/Advertising/Sales/Negotiations
- 22+ Years at Hewlett-Packard
- Graduate of State University, Russia (Teaching Degree)
- Full Time Real Estate Broker
- Real Estate Trainer/Coach



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Audience

All levels of Real Estate licensees

Training Courses: Description

- The California Residential Purchase Agreement and Joint Escrow Instructions (C.A.R. RPA-CA)
- Residential Listing Agreement (C.A.R. RLA)
- Disclosure Regarding Agency Relationships (C.A.R. AD)
- WIN Forms, Related to C.A.R. Contracts
- Mandated/Recommended Disclosures
- Short Sale Transactions: Short Sale Disclosures And Processes
- REO Transactions: REO Disclosures and processes
- WIN Forms Related To Short Sale and REO Transactions
- Real Estate Transaction Coordination Processes
- WINNING Listing Presentation
- MLS Rules and Regulations Overview
- RESPA Compliance

Training Courses: Duration: 3 Hour Session

Total Sessions per Training Course:

- The California Residential Purchase Agreement and Joint Escrow Instructions (C.A.R. RPA-CA) : **5 – 6 Sessions**
- Residential Listing Agreement (C.A.R. RLA): **2 Sessions**
- Disclosure Regarding Agency Relationships (C.A.R. AD): **2 Sessions**
- WIN Forms, Related to C.A.R. Contracts: included into a contract training
- Mandated/Recommended Disclosures: **1 session**
- Short Sale Transactions: Short Sale Disclosures And Processes: **3 Sessions**
- REO Transactions: REO Disclosures and processes: **3 Sessions**
- WIN Forms Related To Short Sale and REO Transactions
- Real Estate Transaction Coordination Processes: **1 Sessions**
- WINNING Listing Presentation: **2 Sessions**
- MLS Rules and Regulations Overview: **1 Session**
- RESPA Compliance: **1 Session**

Fee per Session: TBD



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Course Objective – High Level Overview

- Basic structure of all contracts
- Important contract terms
- Intricate details of each contract section and each contract clause: legal ramifications
- Contract traps and trouble-shooting
- Risk management tips for a successful closing
- All mandatory and recommended disclosures, plus legally required delivery methods and time frames
- Important MLS rules/regulations, related to Real Estate transaction
- Short Sale/REO forms
- Short Sale/REO detailed processes and legal requirements
- Short Sale/REO listings: how to find business and get a transaction closed
- Real Estate transaction coordination process: A – Z
- Listing Presentation
- Result-proven marketing/advertising sources, techniques and strategies