

Homework Assignments

April 26th

Pick a condo project you may want to go after. Do a CMA for the last 12 months, active, show, deposit, closed, expired. Choose a condo that is big enough and has units that would sell. Example: Oronoque Village, Stratford which has 900+ units.

Email to Olivia Wright owright@rightchoierealestate.com and to Jeff coachjeffwright@gmail.com

April 23rd

Go to the Sandler Training Videos on our intranet and watch September 23, 2014 (First time Ed Schultek talked to our company)

April 19th

Listings to use were emailed to you. Please use the following criteria: Full Price, 4% Interest Rate, 30 Year Amortization, \$2500 for Insurance for a 2 Family and \$3500 for insurance for a 3 Family, Loan Costs of 4% of the Mortgage Amount.

- Clarification:**
- I) Expenses only use taxes and insurance
 - II) Investor down payment: 25%
 - III) Interest rate 4%, 30-year amortization
 - IV) Closing costs 4% of the loan amount

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Homework Answers: [25 Mill Street New Britain.pdf](#)
[54 Orland Bridgeport.pdf](#)

[141 Mather Street Hartford.pdf](#)
[567-569 Howe Street Shelton.pdf](#)

April 16th

Register for Zoom Call on April 20 10:00 | Matt Nuzie will be speaking | Easy Marketing with Design Center and Photofy | <http://www.soldsignblog.com/event/business-builder-seo-google-real-estate-2021-04-20/>

April 12th

Make 10 connections – text, email, or call

April 9th

Make 10 connections – text, email, or call

April 5th | Intranet | Mastery Modules

[September 9, 2019 Calculating Multi-Family Cash-on-Cash Returns to Help Sell More Multi-Family Properties](#)

March 29th | Intranet | Success Training

Matt Nuzie: August 9, 2017

Basil Amso: August 16, 2019

Scott Wright: August 9, 2017

March 26th | Intranet | Mastery Modules

[February 19, 2019 Pricing Boot Camp](#) PowerPoint Presentation

[February 19, 2019 Pricing Boot Camp](#) Zoom Recording starts at 39:50 minutes

[March 5, 2019 Pricing Boot Camp \(contd.\)](#) Zoom Recording ends at 30:35 minutes

March 22nd | Intranet | Mastery Modules

[7/17/2019 Increase Your Commission](#) PowerPoint Presentation

[7/17/2019 Increase Your Commission](#) Zoom Recording

March 19th | 2021 Micro Sessions

[January 20, 2021 Where To Find Sellers/Buyers](#)

[February 3, 2021 Ways to Connect With Your Sphere and Things to Say When Making Prospecting Calls](#)

Homework Assignments

March 15th | Go on intranet and read

- a) Buyer Rep Agreement
- b) Offer to Purchase Agreement
- c) Listing Agreement

March 8th | Mastery Module

[October 16, 2018 CMA/SMARTMLS: Using Data to Support Your Listing Price and Add Value as the Trusted Advisor](#)

March 5th

- a) Jeff's 25 Steps to Win the Year
- b) Financial Goal for 2021
- c) Optional Personal Goal for 2021