

SUMMA UNIVERSITY | CLASS SCHEDULE

**All classes will be held at the address below: (EXCEPT Monday June 18th)
4800 Meadows Road - Suite 190, Lake Oswego OR, 97035**

WEEK 1

Monday, June 4th - 9:00 AM - 11:00 AM

- The Mindset of a Successful Broker - Tim Horst

Wednesday, June 6th - 9:00 AM - 11:00 AM

- Working Your Sphere & Open Houses - Courtney Clarke
- How to Hold a Successful Open House - Tyler Horst

Friday, June 8th - 9:00 AM - 11:00 AM

- Navigating the Residential Sale Agreement - Patti Mitchell

WEEK 2

Monday, June 11th - 9:00 AM - 11:00 AM

- Goal Setting & Business Planning - Marcus Koss

Wednesday, June 13th - 9:00 AM - 11:00 AM

- Lead Generation Mastermind - Tyler Horst
- Marketing & Technology - Tony Apa

Friday, June 15th - 9:00 AM - 11:00 AM

- How to Prepare for Listing Appointments - Kevin Gorman

WEEK 3

Monday, June 18th - 9:00 AM - 11:00 AM

- This is a CE Credit Class (3)

- This Class will be held @ the Summa Clackamas Location

10121 SE Sunnyside Road - Suite 170, Clackamas OR, 97015

- Negotiating the Exclusive Buyer Service Agreement - Cheryle Clunes

Wednesday, June 20th - 9:00 AM - 11:00 AM

- How to Create a Comparative Market Analysis - Dustin Pfeif

Friday, June 22nd - 9:00 AM - 11:00 AM

- Escrow & Lending 101
 - Mortgage / Lending - Loan Star Mortgage
 - Title / Escrow Services - WFG Title
- Celebration Time!

