

# Course Introduction

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## Welcome

Welcome to the Virtual Classroom. This industry-leading interactive delivery system is changing the way real estate professionals learn.

## Navigation

This Virtual Classroom allows you to pause and replay any section of this course.

Your course has been designed to allow maximum flexibility in navigation as allowed by your state. If some units or exams are grayed out, this means that your state requires you to complete tasks in a specific order. For example, if a unit exam is gray, it means your state requires you to complete video or reading assignments before you may take the unit exam. View the completion instructions for this course to see what your state requires.

While viewing the course Table of Contents, clicking a plus sign next to any topic title will allow you to see subtopics and easily navigate to the topic you are looking for. You can review your progress by returning to the Table of Contents at any time. Progress bars next to each unit name indicate what percentage of the unit you have completed. A darkened check mark indicates that you have completed a page of text, while a grayed-out check mark indicates that you have not completed that page.

## Workbook Interaction

You are encouraged to follow along with the video lecture by making notes in your workbook. If your course workbook contains fill-ins, the slides will provide the word(s) needed to fill in the blanks in your workbook. Write the answer in the lecture outline of your workbook to reinforce your learning.

## Quick Quizzes

To aid in your learning of the course material, you will be asked a few questions directly after completing some of the videos. These questions are not graded, but will enable you to assess how well you retained the information you just watched.

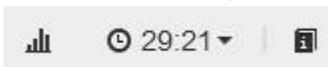
## Navigation Icons

Located in the top right corner of the screen are navigation tools for **Home, Notifications, My Account, Contact Us, and Log Out.**



These navigation tools—View Performance, Time Remaining, Glossary—are *located below* the Home,

Notifications, Account, and Log Out icons:



The Table of Contents navigation tool is located in the upper left corner of the screen:



## Course Description

In today's real estate world, you need to be informed and engaged with many facets of every transaction. Whether representing the buyer or the seller, key elements in the process require the real estate agent's attention and oversight along with strategic marketing skills, knowledge, and appropriate use of social media, plus excellent negotiation skills.

From initial contact through the closing, real estate agents must move with the market. You'll learn how economic conditions, such as rising interest rates and employment indicators, along with many other factors, affect every client decision.

This course will guide you step-by-step to better assist buyers so they are choosing the right type of funding. In addition, you'll be able to ensure buyers and sellers are getting the best possible price, all while providing a smooth transaction.

This course will also include the following:

- Knowing what lenders will accept and what they will not
- Having a solid lender commitment with the offer
- Setting expectations during the offer, after the offer, and going into the closing
- Real estate loan programs, both old and new
- Avoiding last-minute changes

## Course Learning Objectives

When you have completed this course, you will be able to accomplish the following.

- Explain the steps to ask, assess, and analyze your client's needs.
- Discuss the aspects of credit scoring and loan types that most critically affect your clients.

## Course Resources

### Course Workbook

Click [here](#) to download the course workbook. The course workbook contains the complete lecture outline for the course, including required documents. While viewing the video, please follow along with the lecture outline notes.

### Course Updates

Check this section often while you are enrolled in this course for future updates. We add updates to courses to ensure our students have the most current information available.