



**CREATE21®**, also known as Career Real Estate Agent Training and Education, was launched in April, 2001 as the flagship course of the CENTURY 21 Learning System®. This six-week course is designed to allow new agents from all over the world to attend live sessions and self-paced Web-based sessions from the convenience of their own computer. CREATE21 can serve either as a post-license course, or for continuing education credit, contingent upon prior course approval from your state.

**Attention CENTURY 21 Canada agents!** Please register for CREATE 21 Canada through the CENTURY 21 Canada website (<http://www.century21canada.com/>). Click on the “21Online” button, and log in. Then click on the “Training” button.

**Recommended for:** CREATE 21 is recommended for agents with less than one year's real estate experience. Agents who have completed basic sales training and have at least 6 months' experience will benefit from BLAST! (Bottom Line Agent Sales Training). Experienced agents who are interested in additional skill development will find the ARES (Advanced Real Estate Skills) Virtual Solution Series classes very helpful.



**Prerequisites:** A real estate License

**Class Length:** CREATE 21 is a 6-week sales associate fundamentals course. Meets Tuesday through Thursday weeks one, two, three and four, with self paced modules on Friday. Weeks five and six consist of self-paced sessions Tuesday and Wednesday, with a coaching and accountability session on Thursday. **Each live session is approximately 2 hours long.**

**New Format!**

Week	Mon	Tues	Wed	Thu	Fri
1		ILS	ILS	ILS	
2		ILS	ILS	ILS	
3		ILS	ILS	ILS	
4		ILS	ILS	ILS	
5				Acct	
6				Acct	

**Delivery:** 12 live online sessions (lasting two hours each) for the first four weeks; and 10 self-paced sessions taking place during the six weeks of class. The final examination will be given after the course has been completed in its entirety (requiring a passing grade of 75 percent or higher.)

**Course Materials:** Student Manual, Customizable Student Portfolio, Supplemental Student Homework CD-Rom, Marketing Materials (All course materials are sent to your office)

**Other materials needed:** You will need a headset with a microphone or speakers and a microphone for your overview session and live classes.

**Registration Required:** Yes, the deadline to register is 11:00am Eastern on the Tuesday BEFORE the start date of class.

A brief outline of the course is as follows:

**Week 1**

1. I Passed the Test. Now What Do I Do?
2. Introduction to Prospecting
3. Prospecting Expireds

**Week 2**

4. FSBOs, Canvassing and Referrals
5. The Listing Process (Part I)
6. The Listing Process (Part II)

**Week 3**

7. Marketing the Listing
8. Working with Buyers (Part I)
9. Working with Buyers (Part II)

**Week 4**

10. Target Marketing
11. Clients for Life
12. Your Career

**Learning Plans:** You will also be assigned a Learning Plan for each week that will contain assignments, tasks, activities and self-paced, online training (OLT) programs you need to complete. Your instructor will provide more information on these Learning Plans at the time of your first session.

**Transfer Policy:** CREATE 21 students that wish to transfer their registration to a different class date and time will be able to do so by going to the “My Courses” area on CLS. Under “Registered Training,” simply look for your CREATE 21 class and click “Drop Class.” Once the class has been dropped, you will have the ability to select a new start date from the list of available classes.

**NOTE:** If registration is already closed for the class you wish to drop, please contact CENTURY 21 Learning Support at 877-221-2765, Option 6, Option 1.

**Refunds:**

<b>If the refund request is received ...</b>	<b>Then we will refund ...</b>
Before registration deadline	100% of tuition
After registration deadline & materials are shipped	Tuition cost less \$75 materials fee (materials are non-refundable)
After first session starts	No refund given

We hope you enjoy the course. Our goal is to provide you with the tools and training that will help you be more successful. In a one-year study of CREATE21 graduates vs. other agents, there was average of 16% more AGC by CREATE21 grads. So get started as soon as possible - a productive future is in store for you!