**Jan 13, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Advertising Do's and Don'ts ... and the 10 Laws to Succeed as a Real Estate agent

**Description:** 2 hour Core--Taught by Edyn Johnson with Security Home Mortgage Lehi Every agent needs to know the key laws when it comes to advertising. Please note, this class isn't an advertising class where we go over ways to advertise. The first part of this class hits on the laws to make sure you are staying compliant. The second part of this class is to go over 10 ways to take your business to the top.

Meeting ID: 884 3414 3904

<https://us06web.zoom.us/meeting/register/tZwpdO2pqjgjGtC5b2A07ixpUUw5HHIeiGYY>

**Jan 27, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Everything Agents Need to Know About Lending

**Description:** 2 hour Core Taught by Edyn Johnson with Security Home Mortgage Lehi This class is huge for agents. As agents, it's not your job to know real estate lending, but there are key things every agent should at least know. Come learn those key things.

Meeting ID 882 1473 4080

<https://us06web.zoom.us/meeting/register/tZwvdu2vrT8qEtR1w2FWr2QjP0PjGp9Vu1AY>

**Feb 10, 2023 10:00 AM Mountain Time (US and Canada)**

**Topic:** 10 Things Agents Need to do Now to Quickly Impact Their Business

**Description:** 2 hour core Taught by Edyn Johnson with Security Home Mortgage Lehi Learn 10 things to take your business to a higher level.

Meeting ID 863 3019 9903

<https://us06web.zoom.us/meeting/register/tZIudOmppzIjGteWjL2xYv5DxVVoftdsRGAh>

**Feb 24, 2023 09:00 AM Mountain Time** (US and Canada)

**Topic:** How to Achieve Maximum Success as a Real Estate Agent

**Description:** 3 hour elective Taught by Edyn Johnson with Security Home Mortgage Lehi This 3-hour class teaches you a ton of things you need to be doing as an agent on a daily, weekly, monthly, and quarterly basis to take your business to a higher level.

Meeting ID 814 4906 9270

<https://us06web.zoom.us/meeting/register/tZUpc-CoqDIoHdSz0XSiX8Cayivp9x1kZpKA>

**Mar 10, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic**: Your Database on Steroids

**Description:** 1 hour elective Taught by Edyn Johnson with Security Home Mortgage Lehi A database is one of the most important things an agent needs to have, yet less than 15% of agents are employing this tool correctly. Agents are losing thousands and tens of thousands of dollars each year because they do not have an effective database. Come learn tips and information on how to grow your business with a database.

Meeting ID: 889 4553 4619 <https://us06web.zoom.us/meeting/register/tZwkc-ytrT8sG914OK4pnXLYoKK_L0f2vBRO>

**Mar 24, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic** Home Loan Pre-Approval

**Description**

2 hour Elective Taught by Edyn Johnson with Security Home Mortgage Lehi Ever wonder what goes into getting someone pre-approved for a loan? Come learn how credit, job history, debt to income ratio, home type and usage (and more) play into if a client can get a loan or not and for how much

Meeting ID: 847 6768 4999 <https://us06web.zoom.us/meeting/register/tZAqce6upj8jE90yq3_JTuXRnuxgS9BLgpBv>

**Apr 14, 2023 10:00 AM Mountain Time (US and Canada)**

**Topic**: Understanding the 1031 Exchange and Real Estate Investing 101

**Description:** 2 hour Core Taught by Edyn Johnson with Security Home Mortgage Lehi In this class, not only do we go over the key information agents need to know about the 1031; we also touch on the primary exclusion (section 121) and have valuable discussions on real estate investing.

Meeting ID: 847 4166 1826

<https://us06web.zoom.us/meeting/register/tZAqc-iuqDoiGNKiWHnUGZasituZrbU-pqdo>

**Apr 27, 2023, 10:00 AM Mountain Time (US and Canada)**

Topic **Understanding the Impact of Short sales, Foreclosures, Deed-in-Lieu, etc. on Purchase Transactions**

**Description: 1 hour Core,** When agents hear their client went through short sale, foreclosure, deed- in-lieu, bankruptcy, etc.- they wonder how that will affect that client's ability to purchase a new home. Come learn important steps and information needed in these situations.

Meeting ID: 870 4678 3629

[https://us06web.zoom.us/meeting/register/tZMtc--vpjgsGN0sXRArgBTKxPL9TNOjScvz](https://nam10.safelinks.protection.outlook.com/?url=https%3A%2F%2Fus06web.zoom.us%2Fmeeting%2Fregister%2FtZMtc--vpjgsGN0sXRArgBTKxPL9TNOjScvz&data=05%7C01%7CBStevens%40securityhomemortgage.com%7C6fb83eeb1d834374a26408db2fcb8264%7Cd08880d144374b20998e98c4646f8dd0%7C0%7C0%7C638156323331147781%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=OproPf251hK%2FrIpCHcGNIwu0rj8fr6eMvOFP3heKsk4%3D&reserved=0)

**Apr 27, 2023 11:00 AM Mountain Time** (US and Canada)

Topic: **Understanding Credit**

**Description: 1 hour Elective**, Learn how credit is determined, what minimum credit is needed, how to improve credit, etc.

Meeting ID: 892 7335 2180

[https://us06web.zoom.us/meeting/register/tZ0vcOqrqzkrEtQJMf\_vOfg7e2sR3-mXJpKS](https://nam10.safelinks.protection.outlook.com/?url=https%3A%2F%2Fus06web.zoom.us%2Fmeeting%2Fregister%2FtZ0vcOqrqzkrEtQJMf_vOfg7e2sR3-mXJpKS&data=05%7C01%7CBStevens%40securityhomemortgage.com%7C6fb83eeb1d834374a26408db2fcb8264%7Cd08880d144374b20998e98c4646f8dd0%7C0%7C0%7C638156323331147781%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=fK6Lo0dUM6woe9bGY1a60sydM7Ehanji2gxh60UbQWc%3D&reserved=0)

**May 19, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic**: Negotiate Like a Pro

**Description:** 2 hour Core, Negotiation is one of the most important things agents do, but it is rarely taught. Come learn tips and tricks on how to better negotiate for your clients.

Meeting ID: 820 8349 4606

<https://us06web.zoom.us/meeting/register/tZYtf-qspz8sGtKEXsSnVsEY1a2sdg7fyRWn>

**May 26, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Everything Agents Need to Know About the Residential Appraisal

**Description:** 2 hour Core, In addition to going over the appraisal and things agents need to know about it, we also address common appraisal issues that always come up.

Meeting ID: 865 6997 5640

<https://us06web.zoom.us/meeting/register/tZIoceChqT4sHtTrKk1bGLDxZy-4XFMvD6tc>

**Jun 2, 2023 09:00 AM Mountain Time** (US and Canada)

**Topic**: Mandatory Residential Course

**Description**: 3 hour Core, All residential real estate agents need this course every two years. We cover the standard Agency, Purchase Contract, Laws, and other things required by the division of real estate.

Meeting ID: 872 8587 3163

<https://us06web.zoom.us/meeting/register/tZMvf-ygqTgrHNfoIklplP68JfZRO-nJ2zxa>

**June 23, 2023 09:00 AM Mountain Time** (US and Canada)

**Topic:** Code of Ethics

**Description:** 3 hour Core, This is your NAR code of ethics. Many agents see this as a boring class- if you come with us- we make it interesting:)

Meeting ID 833 3623 7445

<https://us06web.zoom.us/meeting/register/tZcudO-qrTwuHtELYcNTChCJY2-W802wsUxR>

**Jul 21, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** The Utah Purchase Contract and Residential Lending

**Description:** 2 hour Core, This class hits on the key parts of the Utah REPC, what agents need to know, and how underwriters look at the purchase contract. We go over addendums and things agents do to help the lending process and other things they do that hurt the lending process.

Meeting ID 815 1812 6718

<https://us06web.zoom.us/meeting/register/tZUoduGprD0tG9wLLhdyhgjB-Ep_eFwvJ4fU>

**Jul 28, 2023 10:00 AM Mountain Time (US and Canada)**

**Topic:** Advertising Do's and Don'ts...And the 10 Laws to Succeed as a Real Estate Agent

**Description:** 2 hour Core, Every agent needs to know the key laws when it comes to advertising. Please note, this class isn't an advertising class where we go over ways to advertise. The first part of this class hits on the laws to make sure you are staying compliant. The second part of this class is to go over 10 ways to take your business to the top.

Meeting ID 844 1851 0689

<https://us06web.zoom.us/meeting/register/tZApduGtrzssEt010GgkzJfun_v0TWJMLv2I>

**Aug 18, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic** Everything Agents Need to Know about Lending

**Description:** 2 hour Core, This class is huge for agents. As agents, it's not your job to know real estate lending, but there are key things every agent should at least know. Come learn those key things

Meeting ID 849 2621 4647

 <https://us06web.zoom.us/meeting/register/tZAkde-qrz8sHtO7tLzFm0mt01JHztHnsjGf>

**Aug 25, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** 10 Things Agents Need to Do Now to Quickly Impact Their Business

**Description:** 2 Hour Core, Learn 10 things to take your business to a higher level.

Meeting ID 881 3079 4689

<https://us06web.zoom.us/meeting/register/tZwsdOmvpz8sEt3T1Ygwt3RdxtLDQddm3V-A>

**Sep 15, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** 13 Ways for Agents to Supercharge and Grow Their Business

**Description:** 2 hour core, This class is designed to give you thirteen steps to grow your business- and you get 2 hours of CORE education

Meeting ID 878 0426 4738

<https://us06web.zoom.us/meeting/register/tZMld-2qqD8tGdxSOoDO8phhU_rvjmr5NoAs>

**Sep 29, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Your Database on Steroids

**Description:** 1 hour Elective, A database is one of the most important things an agent needs to have, yet less than 15% of agents are employing this tool correctly. Agents are losing thousands and tens of thousands of dollars each year because they do not have an effective database. Come learn tips and information on how to grow your business with a database

Meeting ID 860 9640 8590

<https://us06web.zoom.us/meeting/register/tZItfu-srjMvE9RxLVm28TBWvH6XK0__TMdZ>

**Oct 13, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Home Loan Pre Approval

**Description:** 2 hour Elective, Ever wonder what goes into getting someone pre-approved for a loan? Come learn how credit, job history, debt to income ratio, home type and usage (and more) play into if a client can get a loan or not and for how much.

Meeting ID 864 2379 2122

<https://us06web.zoom.us/meeting/register/tZIpdeqvpzkrGNb8BpGKN9nSMIZ2a8mFjeds>

**Oct 27, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Understanding the 1031 Exchange and Real Estate Investing 101

**Description:** 2 hour Core, this class, not only do we go over the key information agents need to know about the 1031; we also touch on the primary exclusion (section 121) and have valuable discussions on real estate investing.

Meeting ID 844 3203 4382

<https://us06web.zoom.us/meeting/register/tZApdOuorT8pEtY83vCI0P3W1dO3DZSR4Jrh>

**Nov 10, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic**: Understanding the Impact of Shortsales, Foreclosures, Deed-in-Lieu, etc on Purchase Transactions

Description: 1 hour Core, When agents hear their client went through shortsale, foreclosure, deed- in-lieu, bankruptcy, etc.- they wonder how that will affect that client's ability to purchase a new home. Come learn important steps and information needed in these situations.

Meeting ID 873 8649 0948

 <https://us06web.zoom.us/meeting/register/tZMuf--spzsjHtyAMMWzQeRFSNjhvIDP1683>

**Nov 17, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic:** Understanding Credit

**Description:** 1 hour Elective, Learn how credit is determined, what minimum credit is needed, how to improve credit, etc.

Meeting ID 830 1476 7332

<https://us06web.zoom.us/meeting/register/tZctdu2vqDwpGdZrese_N2xAFbixfiD6AfdQ>

**Dec 1, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic**: Negotiate Like A Pro

**Description:** 2 hour Core, Negotiation is one of the most important things agents do, but it is rarely taught. Come learn tips and tricks on how to better negotiate for your clients.

Meeting ID 871 6659 0676 <https://us06web.zoom.us/meeting/register/tZMsce-tpzssHdKSvsa4eWzisid63U5Um6IW>

**Dec 8, 2023 10:00 AM Mountain Time** (US and Canada)

**Topic**: Everything Agents Need to Know About the Residential Appraisal

**Description**: 2 hour Core, In addition to going over the appraisal and things agents need to know about it, we also address common appraisal issues that always come up.

Meeting ID 823 6324 0459 <https://us06web.zoom.us/meeting/register/tZYuceqqqjsuH93OV8qBJNVTBvrcmowhbEX5>