

# NOVEMBER

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
1 Orientation & Ethics 9 a.m. – 3 p.m.	2	3 Essentials 5: Effective & Ethical Marketing 1 p.m. – 4 p.m.	4 ABR® (day 1 of 2) 9 a.m. – 4 p.m. Compass Academy Event	5 ABR® (day 2 of 2) 9 a.m. – 4 p.m.	6 Innovative Marketing (ABR® Elective) 9 a.m. – 4 p.m.	7
8 RSA Senior Housing Tour 9 a.m. – 4 p.m. Listings That Sell Themselves 6 p.m. – 9 p.m. Brookdale Library, 6125 Shingle Creek Pkwy, Brooklyn Center	9	10 Agency & Fair Housing 1 p.m. – 3 p.m.	11 Matrix 1 p.m. – 4 p.m.	12 Purchase Agreements That Pack a Punch 9 a.m. – noon The Online Real Estate Consumer 1 p.m. – 4 p.m.	13 Broker Support Meeting 9 a.m. – 11:30 a.m.	14
15 What Did You Say? 9 a.m. – noon Wake Up, Shift Happens 1 p.m. – 4 p.m.	16	17 Ready for Your Next Client? 9 a.m. – 4 p.m.	18 Compass Academy Event	19 Matrix 1 p.m. – 4 p.m.	20 Foreclosure Opportunities 9 a.m. – 4 p.m.	21
22	23	24	25	26 Thanksgiving Holiday MAAR Closed	27 Thanksgiving Holiday MAAR Closed	28

# Nov. 30 & DECEMBER

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
30 Know Who You Are Talking To 1 p.m. – 4 p.m.	31 Matrix CMA (@PDC) 1 p.m. – 3:30 p.m. Foreclosure Opportunities 9 a.m. – 4 p.m.	1 Foreclosure Opportunities 9 a.m. – 4 p.m.	2 Business Planning Wkshp 1 9 a.m. – noon Make Sure it Closes 1 p.m. – 4 p.m. Compass Academy Event	3 Business Planning Wkshp 2 9 a.m. – noon Fraud 1 p.m. – 4 p.m.	4 Short Sales 9 a.m. – noon	5
6 Green Designation day 1 of 2   ABR® Elective 9 a.m. – 4 p.m.	7 Green Designation day 2 of 2   ABR® Elective 9 a.m. – 4 p.m.	8 Green Designation day 2 of 2   ABR® Elective 9 a.m. – 4 p.m.	9 Orientation & Ethics 9 a.m. – 3 p.m.	10 Do You Know the Way to FHA? 1 p.m. – 4 p.m.	11 Broker Support Meeting 9 a.m. – 11:30 a.m.	12
13 Priorities, Prospects, Processes 9 a.m. – noon Home Buyer Seminars, 1 p.m. – 4 p.m. The Closing Process 6 p.m. – 9 p.m., Maple Grove Community Ctr, 12951 Weaver Lake Rd	14	15 Green Residential Elective 9 a.m. – 4 p.m.	16	17	18 Matrix 9 a.m. – noon Foreclosure Opportunities 9 a.m. – 4 p.m. Westin Edina, 3201 Galleria Dr.	19
20	21	22	23	24 Christmas Holiday MAAR Closed	25 Christmas Holiday MAAR Closed	26
27	28	29	30	31		



Sign up for all classes and events at [www.mplsrealtor.com](http://www.mplsrealtor.com).