

PRESENTED BY:
CALIFORNIA REGIONAL MULTIPLE LISTING SERVICE



LIVE CRMLS Matrix Training

MATRIX: AGENT ESSENTIALS
9:00AM-10:00AM

IN THIS COURSE, WE INTRODUCE YOU TO THE CRMLS MATRIX FEATURES THAT ARE INDISPENSABLE TO YOUR REAL ESTATE CAREER. WHETHER YOU ARE A NEW REAL ESTATE PROFESSIONAL, GETTING BACK INTO THE BUSINESS, OR JUST NEED TO REINFORCE YOUR MATRIX KNOWLEDGE, THIS IS THE COURSE FOR YOU. YOU WILL LEARN SEARCH TECHNIQUES, HOW TO PRINT AND EMAIL LISTINGS, HOW TO SET UP CLIENT INFORMATION IN CRMLS MATRIX, AND MUCH MORE.

MATRIX: SEARCHING 101
10:00AM-11:00AM

LEARN TO QUICKLY DISCOVER THE LISTINGS YOU WANT TO SEE USING THE CRMLS MATRIX PLATFORM. WITH TECHNIQUES AND TRICKS TO LOCATE LISTINGS, USE A MAP SEARCH, EMAIL AND PRINT PROPERTIES, AND MORE, YOU'LL TURN YOUR SEARCHES INTO CLOSINGS.

MATRIX: CREATING A CMA
11:00AM - 12:00PM

CREATING A COMPARATIVE MARKET ANALYSIS (CMA) PRESENTATION FOR YOUR CURRENT AND POTENTIAL CLIENTS IS ONE OF THE MOST IMPORTANT TOOLS IN YOUR TOOLBOX. IT'S AN APPEALING, INFORMATIVE DEMONSTRATION OF YOUR KNOWLEDGE AND COMPETENCY THAT CAN BOTH IMPRESS YOUR CLIENTS AND EARN THEIR TRUST.

IN THIS CLASS, YOU WILL LEARN:

- HOW TO CREATE, SAVE, AND MODIFY A CMA PRESENTATION IN MATRIX
- HOW TO USE THE NEW MATRIX 360 CMA FOR COMPARABLES AND REPORTS
- HOW TO USE MAP SEARCH AND DATE RANGE SEARCHING TO FIND COMPARABLES



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January 25th, 2023
9:00AM - 12:00PM