



FIDELITY REAL ESTATE CLASSES

June 18 – Title Insurance 101

This course is the first part of a series of classes for real estate agents who are newer to the business and need to learn about the foundations of what we do. The topics covered are the Title Commitment, The Closing Statement, the Closing Process, and the related sections of the contract.

July 18 – Title Insurance 102

This course is the second part of a series of classes for real estate agents who are newer to the business and need to learn about the foundations of what we do. The topics covered are the Survey and How It Relates to Closing and dealing with a FIRPTA transaction.

August 20 – Using Chat GPT like a Pro

Unlock the power of using ChatGPT in the real estate industry. This course covers everything real estate agents need to know to utilize ChatGPT effectively in their day-to-day operations. From getting started with chat GPT to advanced techniques, this class will equip agents with the skills to streamline their workflow and enhance their communication with clients. Learn how to create captivating email campaigns, compelling property descriptions, and engaging content marketing strategies. Discover how to provide accurate neighborhood information and answer common questions using chat GPT. Master the art of automated email responses, generate market reports, and even translate languages effortlessly.

To learn more and to schedule your class today, contact your Business Development representative or email us at Contact@SetcoServices.com.

Valerie Brunson

850.687.0283 | vbrunson@SetcoServices.com

Danny Cruz

469.207.4000 | dcruz@SetcoServices.com

Megan Waldstein

850.368.7285 | mwaldstein@SetcoServices.com

Taylor Williams

850.819.8641 | twilliams@SetcoServices.com



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September 18 – Adventures in Condoland

Learn about the new condominium requirements for mandatory structural inspections, state and local enforcement rules, required structural integrity reserve studies, and the latest roofing requirements.

October 23 – Cryptocurrency and Real Estate

Cryptocurrency technology is a growing area of interest in the real estate world. Selling and purchasing a home with cryptocurrency could become a way of the future. In this presentation, you will learn about what cryptocurrency is, the different types of cryptocurrency, and how they work. What are the mechanics and considerations of possibly one day being able to use them in a real estate transaction? What are some of the pitfalls and advantages?

November 12 – Do You Really Need a Survey?

The Survey plays an essential role in every real estate transaction. A survey is a tool that shows the buyer a drawing and report of what they are buying regarding the land and improvements. Learn how the Survey relates to the contract, the closing, and the title insurance.

December 17 – Create a Business Plan for Success to Grow Your Clients in 2025

This course takes you through the process of creating a Real Estate Sales Plan by first setting monetary goals, then identifying what it is that you need to do to expand and grow your clients, and then the necessary steps that you will need to put in place to achieve your goals.

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