



CHRISTIE'S
INTERNATIONAL REAL ESTATE

GROVE AVENUE

TRAINING STRATEGIES

You'll never have to worry about being in the know. Grove provides extensive training opportunities for recent hires and veterans alike.

SALES MEETINGS

Introduce and review the latest technology and Real Estate changes.

TECHNOLOGY CLASSES & BRANDING

Hosted by our Graphics Assistant, these classes keep agents in the know with the latest technology rollouts. In addition to classes, our Graphics Assistant will take your branding from A to Z so that it can be applied to all of your marketing materials. She assists with building your free personal web site, marketing materials, flyers, brochures, emails, and more.

THE EXPERTS

Speakers on site to inform agents about important topics—some are our own agents.

PROSPERITY MORTGAGE AND L&F INSURANCE

Our mortgage and insurance representatives hold sessions designed to keep agents up to date on their ever changing industries.

NEW AGENT TRAINING

Hosted by your managing broker, these sessions give new agents an edge over the competition.



STEP Training

Richmond

July 24 – August 2
November 27 – December 5

Virginia Beach

August 7 – August 11

Williamsburg/Yorktown

July 17 – July 21
October 9 – October 13

Charlottesville

December 11 – December 15

Roanoke

July 10 – July 14

Lynchburg

September 18 – September 22

Principles Classes

West End – Day

September 11 – September 26
October 30 – November 14

West End – Evening

September 26 – November 8

Village of Midlothian – Evening

July 18 – August 28
September 19 – October 30

Virginia Beach – Day

Virginia Beach & Yorktown - Eve

May 15 – June 26
July 10 – August 17
September 18 – October 26
November 6 – December 18

Roanoke – Evening

TBD

Buyer Counseling Sessions

Richmond – August 18 & December 1
Virginia Beach – June 23 & September 25
Williamsburg/Yorktown – June 13 &
September 29
Charlottesville – September 11
Roanoke – May 22 & September 12

Post Licensure RICHMOND

January 23 – [Fair Housing & Contract Writing](#)
February 13 – [Real Estate Law](#)
March 13 – [Risk Management & Escrow Management](#)
April 10 – [Fair Housing & Contract Writing](#)
May 22 – [Real Estate Law](#)
June 19 – [Risk Management & Escrow Management](#)
July 17 – [Fair Housing & Contract Writing](#)
August 21 – [Real Estate Law](#)
September 18 – [Risk Management & Escrow Management](#)
October 9 – [Fair Housing & Contract Writing](#)
November 13 – [Real Estate Law](#)
December 11 – [Risk Management & Escrow Management](#)

Post Licensure ROANOKE

January 12 – [Industry Trends & Agency](#)
February 23 – [Contract Writing](#)
March 9 – [Real Estate Law](#)
April 13 – [Risk Management & Escrow Management](#)
May 18 – [Industry Trends & Agency](#)
June 8 – [Contract Writing](#)
July 27 – [Real Estate Law](#)
August 10 – [Risk Management & Escrow Management](#)
September 7 – [Industry Trends & Agency](#)
October 12 – [Contract Writing](#)
November 9 – [Real Estate Law](#)
December 7 – [Risk Management & Escrow Management](#)

Post Licensure Charlottesville

June 19 – [Contract Writing](#)
June 26 – [Risk Management & Escrow Management](#)
June 27 – [Agency](#)
June 28 – [Real Estate Law](#)
October 23 – [Agency](#)
October 24 – [Real Estate Law](#)
October 25 – [Risk Management & Escrow Management](#)
October 30 – [Fair Housing & Industry Trends](#)
October 31 – [Contract Writing](#)

Post Licensure Yorktown/Williamsburg

May 12 – [Contract Writing](#)
August 14 – [Real Estate Law](#)
August 15 – [Fair Housing & Industry Trends](#)
August 16 – [Contract Writing](#)
September 6 – [Escrow Management & Risk Management](#)
September 7 – [Agency](#)

Post Licensure Virginia Beach

July 5 – [Escrow Management & Risk Management](#)
July 6 – [Real Estate Law](#)
July 3 – [Contracts](#)
July 28 – [Fair Housing & Agency](#)
November 13 – [Escrow Management & Risk Management](#)
November 14 – [Agency](#)
November 15 – [Real Estate Law](#)
November 16 – [Contracts](#)
November 17 – [Fair Housing & Industry Trends](#)

