

JOANNE CHANDO

CEO (Chief Edutainment Officer) "If you're Laughing, you're Learning!"

Florida Gulf Coast Property Group

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"If you're Laughing, you're Learning!"

"I just wanted to take some time to express how much I enjoyed taking the GRI 102 course this week. You did a great job facilitating and keeping the course material interesting. Again, thank you for your time, patience, and making the subject interesting. Looking forward to attending your next GRI course!"

"I wanted to thank you for two GREAT days of classes last week. First time in 13+ years in real estate that I can say that I truly enjoyed the classes and the instructor. You have a super personality and wouldn't change a thing on how you teach. Look forward to working with you. Thanks for a great two days of class."

2015 Florida Realtors® Educator of the Year and **2014 Broker of the Year** for her association, Joanne has 35+ years of transactional experience she shares when she teaches, coaches and mentors. She was a 2016 featured presenter at RAPPD & regularly keynotes at WCR Chapter Business Resource Meetings.

Joanne is a CIPS, REBAC, PMN and RPR instructor and is Florida Realtors® LCIW approved. She has customizable (non-CE) classes, offers leadership/officer retreat programs, luncheon keynote speeches as well as small-meeting *friendly* talks with or without break-out sessions. *Have a special need?* Just ask! Joanne is flexible, easy to work with and ready to do what it takes for you to meet the educational needs of your members.

More information, availability calendar and booking request form at www.JoanneChando.com.

APPROVED COURSES

GRI-1

- » Professional Standards
- » Fair Housing and Diversity
- » Finance
- » Negotiating & Counseling
- » Goal Setting & Business Planning
- » Contract to Contracts

GRI-2

- » Personal Promotion
- » Sales & Marketing
- » Tax

GRI-3

- » Brokerage Management
- » Exchanging
- » International Real Estate
- » Land, Environment & Private Property Rights
- » Single Family Construction

CE EXPRESS

- » Code of Ethics
- » Completing an Effective Purchase & Sales Contract
- » Florida Military Specialist
- » Form Simplicity
- » Preparing a Listing Contract
- » Roadmap to a Successful Closing
- » Taxes and Money – Pay Less and Keep More
- » RPR: AVM's RVM' and Showing the Difference
- » Negotiating Skills for Today's Real Estate Professional
- » So You Want to Be a Broker
- » Working with the Senior Citizen
- » If You Can't List You Can't Last
- » Newly Licensed? Now What?

CREDENTIALS

Education

- » Broker/Owner
- » Realtor®
- » Instructor
- » LCIW

Designations/Certifications

- » ABR
- » BPOR
- » CDPE
- » CIAS
- » CIPS®
- » FMS
- » GRIsm
- » HAFA
- » ITI
- » MRP
- » PMNsm
- » PSA
- » RSPS
- » SFR
- » SRES®
- » SRS
- » TRC
- » 1031 Exchange Specialist



FloridaRealtors®