



Unleashing the Power of AI & Technology

with James Nellis, CRS



THE **GOLD** STANDARD

CRS Week 2023

TOP 5 MISTAKES WHEN USING AI



Using AI effectively is essential for many industries, but it's important to avoid common mistakes to maximize its benefits and minimize potential drawbacks. Here are the top five mistakes when using AI:

1. **Lack of Clear Objectives and Strategy:** One of the biggest mistakes is implementing AI without a clear understanding of what you want to achieve. Without well-defined objectives and a strategic plan, AI projects can become directionless and fail to deliver meaningful results. It's crucial to align AI initiatives with your organization's goals.
2. **Insufficient Data Quality and Quantity:** AI heavily relies on data, and using poor-quality or insufficient data is a common pitfall. Inaccurate, incomplete, or biased data can lead to flawed AI models and predictions. It's essential to invest in data quality and ensure you have enough diverse and relevant data for training and testing your AI systems.
3. **Neglecting Ethical and Bias Considerations:** AI models can inherit biases from their training data or the algorithms used. Neglecting to address bias and ethical concerns can result in discriminatory outcomes and reputational damage. Organizations must actively work to identify and mitigate biases in their AI systems and ensure fairness and transparency.
4. **Overlooking Model Maintenance:** AI models are not a one-and-done solution; they require ongoing maintenance and updates. Failing to monitor and update models can lead to performance degradation over time as data distributions change or new patterns emerge. Regularly retraining and fine-tuning models is crucial for long-term success.
5. **Ignoring Human Expertise:** AI is a tool to augment human decision-making, not replace it entirely. Relying solely on AI predictions without human oversight and expertise can lead to critical errors. It's essential to involve domain experts who can interpret AI outputs, provide context, and make informed decisions based on AI recommendations.



please write a professional real estate ad for 295 Arboles in Bishop, California. Please include the following items into the ad in paragraph form. Kitchen - Knotty alder cabinets with soft close doors and drawers.

6 burner double oven with pot filler.

Large pantry, 64"X105" center island.

Stone Polymer Composite flooring for high traffic areas.

Large auxiliary bedrooms, spacious master suite with his and her separate closets.

Large jacuzzi tub and walk in shower.

Solid surface Granite countertops throughout.

Tiled showers /tub in bathrooms.

12 camera wired home surveillance system.

Tray ceilings in all rooms. Giant covered patio.

40X24 4 car garage.

ChatGPT

Introducing 295 Arboles in the picturesque town of Bishop, California – an exquisite real estate opportunity that redefines the concept of luxury living. This stunning property boasts a myriad of remarkable features that make it an ideal home for those with discerning taste.

Upon entering, you'll immediately notice the kitchen, a masterpiece of design and functionality. The knotty alder cabinets with soft close doors and drawers offer both elegance and practicality. Food enthusiasts will appreciate the 6-burner double oven, complete with a convenient pot filler. The kitchen's crowning jewel is the expansive 64"X105" center island, providing ample space for meal preparation and entertainment. Stone Polymer Composite flooring, known for its durability and style, graces the high-traffic areas, ensuring both beauty and resilience.

This home was designed with comfort and privacy in mind. The auxiliary bedrooms are generously proportioned, while the master suite is an oasis of tranquility, featuring his and her separate closets for your convenience. The master bath is a spa-like retreat, featuring a large Jacuzzi tub and a walk-in shower.

Elegance abounds throughout the property, with solid surface granite countertops adorning every surface and tiled showers and tubs in each bathroom. For your peace of mind, the property is equipped with a 12-camera wired home surveillance system, ensuring security and peace of mind.

AI: LISTING DESCRIPTION

please shorten by 25%

ChatGPT

Discover 295 Arboles in Bishop, California – a luxurious gem that redefines modern living. This remarkable property boasts a stunning kitchen with knotty alder cabinets, a 6-burner double oven, and a colossal 64"X105" center island. Stone Polymer Composite flooring graces high-traffic areas, blending style with durability.

The home features spacious auxiliary bedrooms and a serene master suite with separate closets, a Jacuzzi tub, and a walk-in shower. Solid surface granite countertops and tiled showers adorn every bathroom. Security is paramount with a 12-camera wired home surveillance system.

Tray ceilings add elegance to each room, and a vast covered patio invites outdoor relaxation. The 40X24 4-car garage provides ample space.

295 Arboles – where luxury meets functionality. Schedule a viewing today and embrace elevated living.

JAKE RASMUSEN:
@BISHOPREALESTATE



EXPLAIN THE IMPORTANCE OF AN EARNEST MONEY DEPOSIT WHEN BUYING A HOME AND why THE SELLER NEEDS ONE



An earnest money deposit (EMD), often referred to as a "good faith deposit," is a significant aspect of the home buying process in many countries, including the United States. It's essentially a sum of money that a buyer puts down as a show of good faith when making an offer on a property. The importance of an earnest money deposit for both the buyer and the seller can be understood as follows:

For the Buyer:

1. **Demonstrates Serious Intent:** The EMD shows the seller that the buyer is a serious and committed purchaser. It signals that the buyer has genuine interest in acquiring the property and is willing to commit financially.
2. **Edge in Competitive Markets:** In a competitive real estate market, where multiple buyers may be interested in the same property, a substantial EMD can make your offer stand out. It can give you an advantage over other potential buyers, especially if the seller perceives you as a more committed buyer.
3. **Risk of Forfeiture:** Depending on the terms of the purchase contract, if the buyer backs out of the deal without a valid reason, they may risk forfeiting their EMD to the seller. This serves as a financial disincentive for buyers to walk away from the deal without cause.

AI: EMAIL WRITING

For the Seller:

1. **Assurance of Buyer's Commitment:** The seller receives assurance that the buyer is committed to the purchase, which can reduce uncertainty and anxiety during the sales process.
2. **Compensation for Opportunity Costs:** When a seller accepts an offer, they often take their property off the market, potentially missing out on other potential buyers. The EMD provides some compensation for this opportunity cost if the buyer doesn't follow through with the purchase.
3. **Negotiating Leverage:** If a buyer defaults on the contract, the seller may have a legal right to keep the EMD as compensation for their time, costs, and any inconvenience incurred due to the failed sale. This can serve as a negotiating leverage point during disputes.
4. **Risk Mitigation:** The EMD helps mitigate the risk of fraudulent offers or unqualified buyers. It's less likely for a buyer to provide a substantial EMD if they don't have the financial means to complete the purchase.

It's important to note that the specific rules and regulations governing EMDs can vary by jurisdiction, and the terms are typically outlined in the purchase contract. The amount of the EMD can vary but is often a percentage of the purchase price, such as 1% to 3%. Buyers and sellers should carefully review and understand the terms of the EMD as outlined in the contract to avoid misunderstandings or disputes during the home buying process.



NELLIS GROUP RELOCATION GUIDE ARLINGTON, VA



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RELOCATION GUIDES & PROMPTS

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Transportation	16
Restaurants.....	18



Neighborhoods/Communities:

Write a relocation guide specific to (CITY), (STATE). Include the different neighborhoods as separate chapters within the (CITY) Guide. Include the styles of homes and architecture found in each neighborhood.

Write a relocation guide specific to Alexandria, Virginia. Include the different neighborhoods as separate chapters within the Alexandria Guide. Include the styles of homes and architecture found in each neighborhood.

Specific details per Community:

List 5 specific things about the community of (Community) (City), (State) that would attract someone relocating to the area. Write them as a tour guide.

List 5 specific things about the community of Old Town Alexandria, Virginia that would attract someone relocating to the area. Write them as a tour guide.

Schools:

List the elementary schools, middle schools and high schools located within (Community) (City), (State). Include phone number, address and website. Include public and private schools

List the elementary schools, middle schools and high schools located within Kingstowne (Alexandria), Virginia. Include phone number, address and website. Include public and private schools



Parks:

List the parks located within (Community) (City), (State). Include phone number, address and website. Include 3 distinct items within each park as a tour guide

List the parks located within Old Town (Alexandria), Virginia. Include phone number, address and website. Include 3 distinct items within each park as a tour guide

Transportation:

Create a list of metro lines, bus stops and transportation to DC from (Community) (City), (State).

Create a list of metro lines, bus stops and transportation to DC from Rosemont (Alexandria), Virginia.

Restaurants/Coffee Shops:

Create a list of restaurants, cafes and coffee shops in (Community) (City), (State). Include the address, phone number and website for each one

Create a list of restaurants, cafes and coffee shops in Old Town (Alexandria), Virginia. Include the address, phone number and website for each one

Fun Things to Do:

Create a list of 10 fun things to do in (Community) (City), (State). Include the address, phone number and website for each one

Create a list of 10 fun things to do in Old Town (Alexandria), Virginia. Include the address, phone number and website for each one

Write a relocation guide specific to Alexandria, Virginia. Include the different neighborhoods as separate chapters within the Alexandria Guide. Include the styles of homes and architecture found in each neighborhood.

ChatGPT

Alexandria Relocation Guide

Table of Contents

- Introduction to Alexandria, Virginia
- Old Town Alexandria
- Del Ray
- Carlyle/Eisenhower
- West End
- Rosemont/North Ridge
- Kingstowne
- Architecture and Home Styles

Chapter 1: Introduction to Alexandria, Virginia

Welcome to Alexandria, Virginia, a historic and vibrant city located just a stone's throw away from Washington, D.C. Known for its rich history, charming neighborhoods, and diverse communities, Alexandria offers a unique blend of urban sophistication and small-town charm. This relocation guide will provide you with insights into the different neighborhoods within Alexandria and the distinctive architectural styles that make each area special.

Chapter 2: Old Town Alexandria



List 5 specific things about the community of Old Town Alexandria, Virginia that would attract someone relocating to the area. Write them as a tour guide.

ChatGPT

Welcome to Old Town Alexandria, a historic gem that beckons with its timeless charm and rich heritage. As your tour guide, let me showcase five specific reasons why Old Town Alexandria might capture your heart and make you want to call it home:

- Historic Elegance: Prepare to be transported back in time as you stroll along cobblestone streets lined with meticulously preserved 18th and 19th-century buildings. Old Town's colonial architecture, including Federal-style townhouses and Georgian mansions, creates an enchanting atmosphere that's both captivating and romantic.
- Waterfront Beauty: The Potomac River plays a central role in Old Town's allure. Enjoy leisurely walks along the waterfront, where you can admire scenic views, watch boats glide by, and relish the tranquility that water brings to the heart of the city.
- Boutiques and Dining: Indulge your senses in Old Town's array of unique boutiques, art galleries, and antique shops. And when it comes to dining, prepare to embark on a culinary adventure. From cozy cafes to award-winning restaurants, the dining scene here offers a diverse and delectable array of options.
- Cultural and Historical Treasures: Immerse yourself in history by visiting renowned sites like the Carlyle House, the Stabler-Leadbeater Apothecary Museum, and the Torpedo Factory Art Center. Whether you're exploring colonial artifacts or contemporary art, Old Town is a cultural haven that offers something for every enthusiast.
- Community Spirit: Old Town isn't just a place; it's a tight-knit community that warmly embraces newcomers. Residents come together for events like the Old Town Farmers' Market, the Scottish Christmas Walk Parade, and the Alexandria King Street Art Festival, creating a sense of belonging that's truly heartwarming.

In summary, Old Town Alexandria's historic elegance, waterfront allure, boutique shopping, rich culture, and strong community spirit create an inviting tapestry that's hard to resist. If you're seeking a blend of history, charm, and modern amenities, Old Town Alexandria, Virginia, is ready to welcome

List the elementary schools, middle schools and high schools located within Kingstowne (Alexandria), Virginia. Include phone number, address and website. Include public and private schools

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As of my last update in September 2021, here are some of the elementary schools, middle schools, and high schools that could serve the Kingstowne area in Alexandria, Virginia. Please note that there may be additional schools in the area, and it's recommended to verify the information with the respective school districts and institutions for the most up-to-date details.

Public Schools:


Elementary Schools:

Island Creek Elementary School Address: 7855 Morning View Lane, Alexandria, VA 22315
Phone: (571) 642-6300 Website: [Island Creek Elementary School](#)

Middle School:

Hayfield Middle School Address: 7630 Telegraph Road, Alexandria, VA 22315 Phone: (703) 924-7400 Website: [Hayfield Middle School](#)



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Rental Guidelines for RE/MAX Advantage

Interested in a RE/MAX Advantage rental property? Before we show our properties, our owners endorse the following rental guidelines.

Household income must be 3 times rent

Credit scores of 620 or higher are required



TIM KUPTZ:
TEAMKUPTZ.COM

Resetting a Ground Fault Circuit Interrupter (GFCI) is a straightforward process. GFCIs are electrical outlets or circuit breakers designed to protect you from electrical shock by quickly cutting off power when they detect a ground fault, such as current leakage to the ground. Here are the steps to reset a GFCI:

Identify the GFCI: Locate the GFCI outlet or circuit breaker that needs to be reset. GFCIs are commonly found in bathrooms, kitchens, garages, basements, and outdoor areas. They typically have two buttons, "Test" and "Reset," and a pair of outlets.

Inspect the GFCI: Check the GFCI to see if it has already tripped. If it has, the "Reset" button will be popped out, and the "Test" button may also be in a different position from the "Reset" button.

Press the "Reset" Button: To reset the GFCI, simply press the "Reset" button. You should feel a click as you push it back into place. This action restores power to the outlets connected to the GFCI.

Test the GFCI: After resetting, it's important to test the GFCI to ensure it's working correctly. Press the "Test" button. You should hear another click, and the "Reset" button should pop out. This indicates that the GFCI has successfully tripped and cut off power to the outlets. If the "Test" button doesn't cause the "Reset" button to pop out, the GFCI may be faulty and should be replaced.




Reset the GFCI Again: After testing, press the "Reset" button once more to restore power to the outlets. The "Reset" button should click back into place.

Confirm Functionality: Plug in a small appliance or use a voltage tester to confirm that power has been restored to the outlets and that they are functioning as expected.

If the GFCI won't reset or keeps tripping, there may be an underlying issue with the electrical circuit or the GFCI itself. In such cases, it's advisable to consult a licensed electrician to diagnose and address the problem, as electrical issues can be dangerous if not handled correctly. Never attempt to work on electrical circuits or outlets if you are not experienced or qualified to do so. Safety should always be the top priority when dealing with electricity.

Regenerate



 **Your business on Google**
  views this month


Edit profile

Promote

Customers

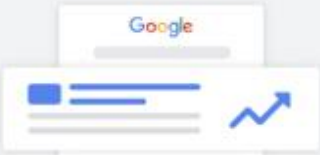
12 new reviews

Read the latest feedback from your customers




Create ad

Promote your business with an ad on Google



Keep customers up to date

Answer a few questions and update your business details on Google



Ac

Sh

bu

>

Only managers of this profile can see this



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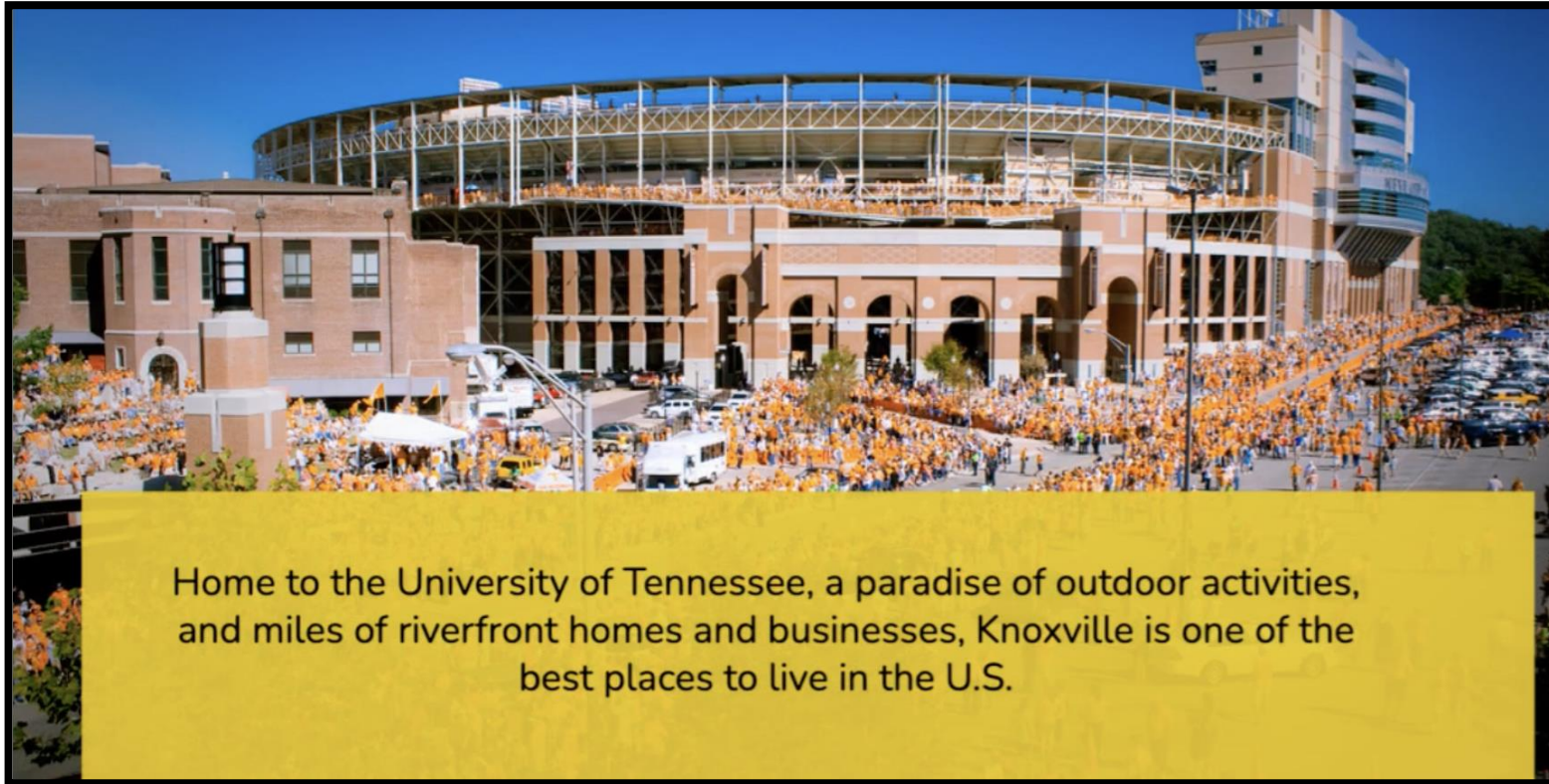
Upload file

AI Curation



Opus.Pro

AI: YOUTUBE VIDEOS



Home to the University of Tennessee, a paradise of outdoor activities, and miles of riverfront homes and businesses, Knoxville is one of the best places to live in the U.S.



TROY STAVROS:
YT: KNOXVILLETROY

AI generated outline/script that I used for this video:

Benefits of staging

Hook:

- * Visual: A quick montage of different homes that look unstaged and cluttered.
- * Audio: "Are you thinking of selling your home? If so, you need to make sure it's staged properly."

Body:

- * Staging and decorating are not the same

Visual: A quick montage of different homes that are decorated in different styles.

Audio: "Decorating is all about personalizing your home to reflect your own style and taste. But when you're selling your home, you need to think about staging it to appeal to the widest range of buyers possible."

Visual: A close-up of a cluttered living room.

Audio: "Staging is about decluttering, depersonalizing, and creating a neutral space that will make potential buyers feel like they can see themselves living there."

Visual: A before-and-after shot of a living room that's been staged.

Audio: "A staged home will look more spacious, clean, and inviting than a decorated home. And it's more likely to sell faster and for a higher price."

Here are some of the key differences between staging and decorating:

- * Staging is temporary, while decorating is permanent. The goal of staging is to make your home look its best for a short period of time, while the goal of decorating is to make your home look its best for the long term.
- * Staging is about decluttering and depersonalizing, while decorating is about adding personal touches. When you're staging your home, you want to remove anything that could distract potential buyers from the space. This includes clutter, personal belongings, and anything that could be seen as a negative. When you're decorating your home, you can add personal touches that make the space feel like your own.
- * Staging is about creating a neutral space, while decorating is about creating a space that reflects your personal style. When you're staging your home, you want to create a space that is as neutral as possible. This will make it easier for potential buyers to see themselves living there.



BETH JAWORSKI:
SHOREWEST.COM

Jasper Everywhere



Integrations

Level up your marketing using Jasper's integrations to create on-brand AI-assisted content in the tools you use the most.



Jasper API

Bring the power of generative AI directly into your own platform with our API.



Browser Extension

Add the Chrome extension to bring your AI assistant everywhere you work.



Business Features

Explore how companies who need a secure, scalable, and customizable AI platform to meet technical needs and align the organization around your brand voice.



Language Translation

Easily create and repurpose content in over 30 languages.

Jasper App



Campaigns

Seamlessly create end to end marketing campaigns with one brief.



Brand Voice & Knowledge

Teach AI about your company facts, product catalogs, audiences, and style guide so your message is always on-brand.



Chat

Have a human-like conversation with a chatbot to assist you with tasks, do research quickly, and answer questions.



Art

Use AI to generate amazing art and images in seconds for ads, thumbnails, illustrations, and more.



Template Library

AI trained in over 50 specific skills from writing high-converting headlines to SEO optimized blog posts in just a few clicks.



ERIC SULTAN:
SULTANNEWMAN.COM



MARKETING PLAN

Landlord Law Change Marketing Campaign:

Please create a marketing campaign for a realtor to attract rental property owners to sell their properties to me and my investment group or to list with me as their agent. We are basing this campaign on new laws that are unfriendly to landlords, and their effect on those landlords. Here are some examples of ideas: An image of someone hiking into a cold wind Strong head winds are coming. The legal landscape for landlords in Denver has changed, and it is changing more fast A list of laws that have passed, and a list of laws that are going to pass. Drip email, and drip postcards with updates from the legislature Separate emails and postcards asking whether you've received your landlord licenses, and if you need Inspectors... Pr news cast with me being interviewed about what is coming down the pike for rental property in denver and in the state Please write in English language.

ChatGPT

Campaign Title: *"Adapt or Exit: Navigating the Changing Landscape of Rental Property Ownership in Denver"*

Campaign Objective: To attract rental property owners in Denver who are feeling the impact of new landlord-unfriendly laws to consider selling their properties to your investment group or listing with you as their agent.

Campaign Components:

1. Digital and Print Collateral:

- Image of someone hiking into a cold wind: Use this as the campaign's visual centerpiece, symbolizing the challenging road ahead for landlords.
- Strong Headwinds Are Coming: Utilize this phrase as a tagline across all marketing materials.

2. Informative Website Landing Page:

- Create a dedicated landing page on your website that offers in-depth information about the changing legal landscape for landlords in Denver.
- Include a timeline of recent law changes and upcoming legislation.
- Offer free resources such as guides on compliance and navigating inspections.

3. Drip Email and Postcard Campaign:

- Develop a series of emails and postcards with legislative updates and their potential impact on landlords.

Please turn this into an 8 week campaign Please write in English language.

ChatGPT

8-Week Campaign Plan: "Adapt or Exit: Navigating the Changing Landscape of Rental Property Ownership in Denver"

Week 1: Campaign Launch

- Launch the campaign with a visually striking image of someone facing strong headwinds on your website's landing page.
- Send out the first email introducing the campaign and its purpose.
- Start sharing teaser posts on social media with the campaign tagline.

Week 2: Legislative Updates

- Create and distribute the first drip email and postcard with a summary of recent legislative changes.
- Share a blog post on your website detailing the impact of these changes.
- Promote the blog post on social media to drive traffic to your site.

Week 3: Educational Webinar Announcement

- Announce the upcoming educational webinar on the website and through email.
- Share informative posts on social media about the topics to be covered.
- Begin targeted outreach to potential attendees.

Week 4: Webinar



Investor Question:

put together a list of 10 payback schemes for real estate investors in small "flip" investments under \$1m

ChatGPT

Certainly! "Flip" investments in real estate refer to buying properties, making improvements, and then selling them for a profit in a relatively short time frame. Here are 10 payback schemes for real estate investors focusing on such endeavors:

Straight Profit Share:

- Investor gets a predetermined percentage of the net profit after the sale of the property.
- Example: 70% to the investor and 30% to the property finder/manager.

Fixed Return Plus Profit Share:

- Investor gets a fixed return on their investment regardless of the sale price, plus a share of the profit after that return is paid.
- Example: 10% fixed return, then 60% of any net profit beyond that.

Tiered Profit Share:

- Payback changes based on the level of profit achieved.
- Example: 60% of the first \$100,000 profit, 70% of profit from \$100,001 to \$200,000, and 80% of profit above \$200,001.

Interest Payment Plus Profit:

- Investor receives regular interest payments on their invested amount, with a share of the profit upon sale.
- Example: 8% annual interest paid quarterly, plus 50% of net profit at sale.

Hybrid Equity-Debt:

- Part of the investment is treated as a loan (with fixed or variable interest) and part is treated as an equity investment.
- Payback involves both regular interest payments and a share of the profit at sale.

Milestone-Based Return:

- Returns are based on achieving certain project milestones.
- Example: A certain percentage after purchase, another after renovation, and the final portion after sale.

Equity Accumulation:

- Instead of an immediate flip, the investor accumulates more properties over time, increasing equity and returns before a larger liquidation event.

Deferred Profit Share:

- The investor receives no payback until the property is sold, at which point they receive a predetermined percentage of the profit.

Fixed Fee Plus Profit:

- The investor receives a fixed fee for their investment, plus a percentage of the profit upon sale.
- Example: \$10,000 fixed fee, plus 50% of net profit at sale.

Reinvestment Option:

INVESTOR QUESTION

I will be purchasing a 4 unit building. I am a professional realtor and project manager. I will manage the purchase and the sale, and I will manage the rehab on the building. The project will take 6 months from purchase to sale. Please give me the 5 best schemes for a scenerio like this

ChatGPT

Certainly! Given your expertise as a realtor, project manager, and the primary manager for both the purchase and the rehab of the building, here are the 5 best payback schemes tailored to your scenario:

Equity Share with Management Fee:

- Structure: As the professional, you receive an upfront management fee for overseeing the purchase, rehab, and sale. In addition to this, there's a profit-sharing mechanism upon sale.
- Example: 5% management fee on the purchase price or total rehab cost, plus 50% of the net profit upon sale.

Deferred Fee Plus Profit Share:

- Structure: Instead of an upfront fee, you defer your earnings until the end of the project but command a larger share of the profit because of the deferred compensation.
- Example: No upfront fee but 60-70% of the net profit after sale.

Tiered Profit Share based on Sale Price:

- Structure: Your profit share increases as the final sale price of the building surpasses certain thresholds. This structure incentivizes achieving a higher sale price.
- Example: 50% of net profit if the sale price is up to \$X. If the sale price exceeds \$X but is below \$Y, the share rises to 60%. If the sale price goes beyond \$Y, the share is 70%.

Straight Profit Share with Bonus Mechanism:

- Structure: You get a straight split of the profit with the investor. However, if certain milestones are achieved, such as completion before a deadline or under a certain budget, you get a bonus.
- Example: 50% of net profit for you. If the project is completed a month earlier than anticipated, a bonus of \$10,000. If the rehab costs come under budget by 10%, an additional bonus of \$5,000.

Hybrid Fixed Return with Equity Share:



CHARGING FOR SERVICES

Expert Witness:

I normally charge \$350/hr . I will be acting as an expert witness in a trial. How should i word my fee schedule

ChatGPT

When wording your fee schedule as an expert witness for a trial, it's important to be clear and professional. Here's a suggested format:

Expert Witness Fee Schedule:

Hourly Rate: \$350 per hour for expert witness services.

Depositions: \$X per hour for deposition testimony.

Trial Preparation: \$X per hour for time spent preparing for trial, including research, document review, and case analysis.

Trial Testimony: \$X per day for each day of trial testimony.

Travel Expenses: Reimbursement for reasonable travel and accommodation expenses, if applicable.

Expert Reports: \$X for the preparation and submission of expert reports, if required.

Cancellation Policy: Specify any cancellation fees or notice requirements.

Payment Terms: Outline your payment terms, such as when invoices are due and accepted payment methods.

Retainer: Specify if you require a retainer upfront and the amount.

Additional Costs: Mention any other potential costs or fees that may arise during the engagement.

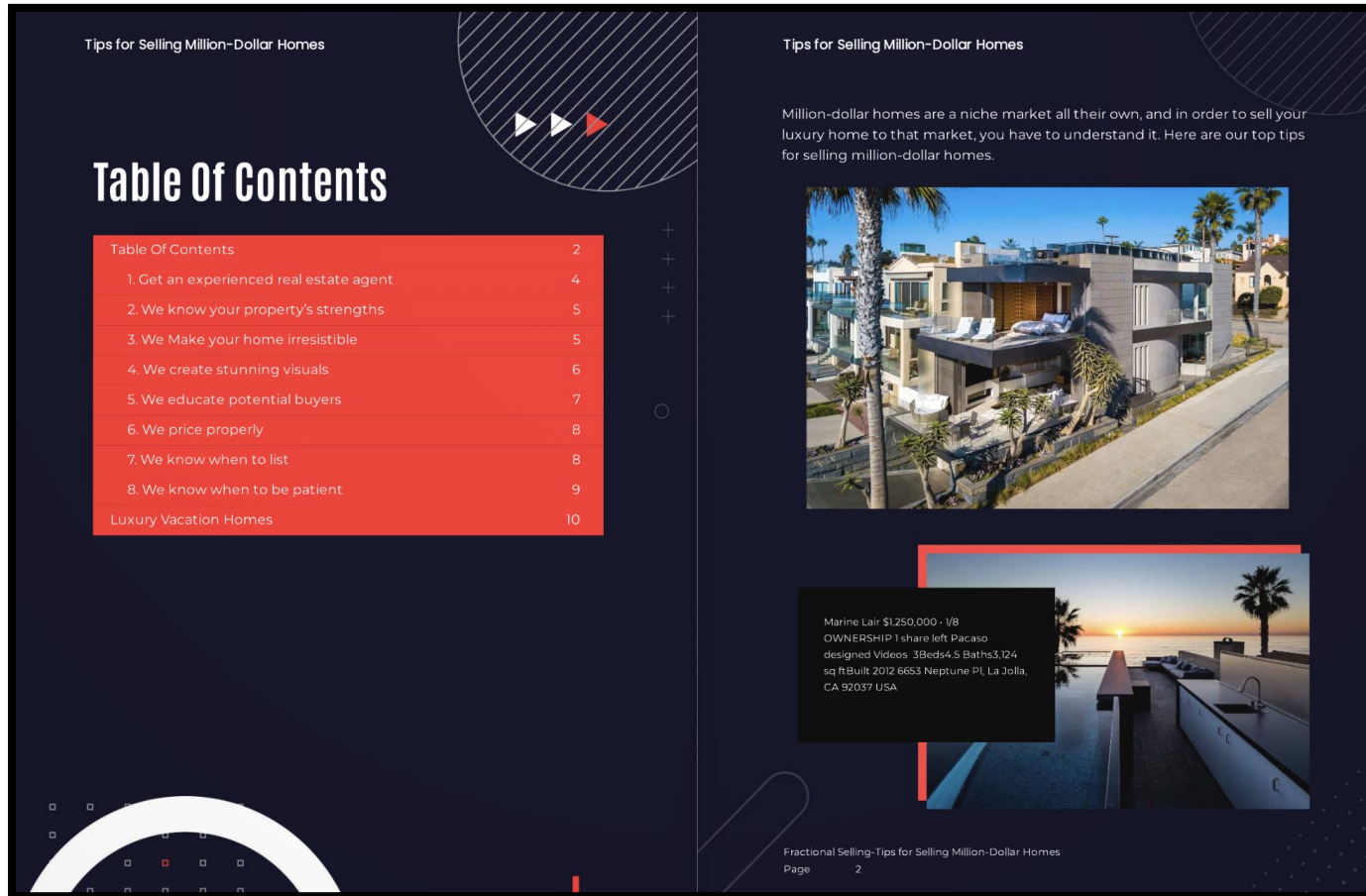
Terms and Conditions: Include any terms and conditions relevant to your expert witness services.

Contact Information: Provide your contact information for billing inquiries and communication.

Remember to consult with a legal professional or your attorney to ensure that your fee schedule complies with local regulations and standards for expert witnesses in your jurisdiction.



BOOK WRITING – LEAD ATTRACTION



DAVID FRESQUEZ:
PALISADE REALTY

BIGGEST MISTAKE

**NOT
USING
IT**

The Nellis Group Agent Zoning Map

@NELLISGROUP



WASHINGTON DC
ENTIRE DISTRICT

MARYLAND
ANN ARUNDEL COUNTY
MONTGOMERY COUNTY
PRINCE GEORGES COUNTY

VIRGINIA

FAIRFAX ZONE 1	FAIRFAX ZONE 2	LOUDOUN ZONE 1	LOUDOUN ZONE 2	LOUDOUN ZONE 3	PW ZONE 1	PW ZONE 2
Fairfax City Merrifield Falls Church Falls Church City Annandale Springfield Lorton Alexandria (FFX) Fort Belvoir Newington Franconia Mount Vernon Burke Fairfax Station Clifton	Great Falls Herndon Reston Sterling (FFX) Floris Oak Hill Chantilly Centreville Oakton Vienna Tysons McLean	Leesburg Sterling Aldie Gilbert's Corner Lenah Arcola Brambleton Conklin Dulles Ashburn Outlands Landsdowne	Middleburg Woodburn Hamilton Lincoln Purcellville Round Hill Bluemont Airmont White Pump Bloomfield Willsville	Waterford Lucketts Taylorstown Lovettesville Morrisonville Berryville Hillsboro Paeonian Springs Britain Elvan	Dale City Woodbridge Lake Ridge Hoadley Minnieville Independent Hill Canova Quantico Dumfries Southbridge Joplin Kopp	Manassas Manassas Park Bull Run Woolsey Catharpin Wellington Gainesville Buckland Greenwich Nokesville Bristow Woodlawn Meadows Aden Chevalle Sudley
	ARLINGTON COUNTY	ALEXANDRIA CITY	FAUQUIER COUNTY	FREDERICKSBURG STAFFORD COUNTY EXTENDED VA		



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September 19 –
 Client Engagement
 Strategies That
 Work



Kim Knapp, CRS



Sonia Guardado, CRS



Fran Bixler, CRS



Deanna Foerman, CRS



Addie Owens, CRS

September 20 – Use Your Genius as a Superpower in Real Estate

September 21 – How to Analyze Investment Property



Dale Carlton, CRS



Gonzalo Mejia, CRS

September 22 – Creating Effective Digital Media Content

- September 25 – Avoiding Top Agent Costly Errors with Michael Huxtable/Real Grader – FREE to ALL
- September 28 - Is the Sky Falling? 7 Anti-Trust Tips with Rich Sands, CRS

Webinar Calendar

<http://bit.ly/rrcwebinarcalendar>

Affidavit & Evaluation:

1. Go to CRS.com
2. Click on Login and log in
3. Hover over My Dashboard
4. Click on My Education



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