



Causing Colorful Change



Our People's Rights

Presented By:



Theresa Barnabei Inspirational Educator and Coach

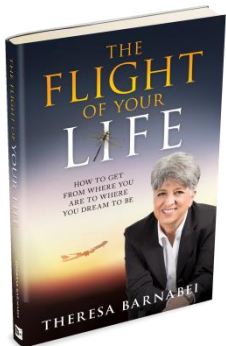


Having over 40 years in the business world spread throughout Corporate America and entrepreneurship, Theresa brings a wealth of knowledge, experience, and practical advice to every presentation. She has mastered business management, real estate investing, REALTOR® sales, and management of a highly profitable 150 agent office. She willingly shares her business and real estate savvy in every course she creates and presents.

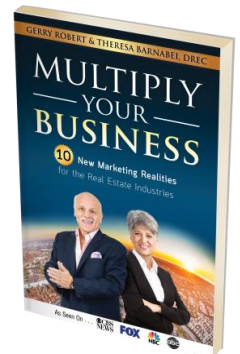


As a school owner and national trainer, Theresa has over 40,000 hours of live presentations. She is recognized as one of the most inspirational speakers in her field, focused on getting students to take action that will make a difference in their own lives. Course Creators has written nearly 200 Continuing Education courses, IDW's and keynote presentations. Her passion for real estate has afforded her the opportunity to be a presenter on behalf of NAR and for associations and brokers throughout the country, including 4 years as a Keller Williams BOLD Coach.

As a member of the national Real Estate Educators Association (REEA), she has served on the Board of Directors as a Director, Secretary, President and on its Executive Committee. She is a lead instructor for REEA's Gold Standard Certification IDW program and Gold Standard Leader Train the Trainer, is the subject matter emeritus in Arizona for the nationwide CE Shop online real estate school and authors and The Success Club for Real Estate Agents in Arizona.



Theresa also runs TBConsults, LLC providing highly effective coaching programs designed to help individuals actualize what they want most in life. As a published Author, she has released "The Flight Of Your Life", a book that mirrors her coaching philosophy. Her first book, a Publisher's Bestseller, "Multiply Your Business", presents 10 new marketing realities for the real estate industry and is bursting with ideas for a new era of lead generation!



Theresa lives by her company's Mission Statement, and the goal in class today is that you
"Get It, Use It and Become More Successful Because Of It!"

The Health and Wealth Benefits of Homeownership

Health

- Greater Sense of Well-Being
- Reduced Stress Levels
- Higher Sense of Security
- Improved Life Satisfaction
- Enhanced Physical & Mental Health
- Stronger Family Stability



The Health and Wealth Benefits of Homeownership

Wealth

- 40X Net Worth
- Enhanced Equity Position
- Long Term Appreciation
- Predictable Housing Costs
- Generational Wealth



Fair Housing Declaration

I agree to:

- Provide equal professional service without regard to the race, color, religion, gender (sex), disability (handicap), familial status, national origin, sexual orientation or gender identity of any prospective client, customer, or of the residents of any community.
- Keep informed about fair housing law and practices, improving my clients' and customers' opportunities and my business.
- Develop advertising that indicates that everyone is welcome and no one is excluded; expanding my client's and customer's opportunities to see, buy, or lease property.
- Inform my clients and customers about their rights and responsibilities under the fair housing laws by providing brochures and other information.
- Document my efforts to provide professional service, which will assist me in becoming a more responsive and successful REALTOR®.
- Refuse to tolerate non-compliance.
- Learn about those who are different from me, and celebrate those differences.
- Take a positive approach to fair housing practices and aspire to follow the spirit as well as the letter of the law.
- Develop and implement fair housing practices for my firm to carry out the spirit of this declaration.

What Are The 7 Federal Fair Housing Protected Classes?

What did you learn about yourself during “Bias, Misconceptions and Preconceived Notions?”

1. _____
2. _____
3. _____

What did you learn about yourself during “Unintended Consequences?”

1. _____
2. _____
3. _____



Thoughts? _____

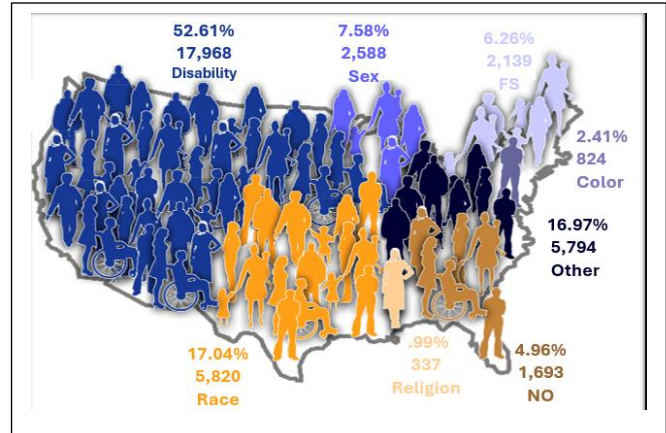
Disability: “Any physical or mental impairment which substantially limits a person’s abilities”

What did you learn from PJ



Record High Complaints

Year	Total
2013	27,352
2014	27,528
2015	27,937
2016	28,181
2017	28,825
2018	31,202
2019	28,880
2020	28,712
2021	31,216
2022	33,007
2023	34,150



What did you learn about yourself or your partner during the one-on-one line exercise?

1. _____
2. _____
3. _____

Join Theresa's That 1 Agent Success Club!

That 1 Agent Success Club

GROUP COACHING WITH THERESA
Join The Community!
Network and Learn!

BOOST YOUR CONFIDENCE WITH THAT 1 AGENT SUCCESS CLUB
MONTHLY MASTERCLASS
1AGENT

Guidebooks

EXCLUSIVE MEMBERSHIP TO THE SUCCESS CLUB

Business, Seller And Buyer Resources

HEADLINES NEWS AND YOU

That 1 Agent



Date: _____

Instructor: Theresa Barnabei

Your evaluation is important in our goals for meeting the needs of our students. Please take a moment to fill out the form below and return it to the instructor before leaving class.

How Do We Rate?	Did Not Meet Expectations	Met Expectations	Exceeded Expectations
Training topic applicable to you and your business			
Quality of Instructor(s)			
Quality of visual materials (PowerPoint, video, etc)			
Quality of Course Creators Playbook			

What was your favorite portion of this course?

What was your least favorite portion of this course?

How can we improve?

What topics do you want covered next?!

Name: _____ Company: _____

Phone: _____ Email: _____