



Association Leadership Retreats

Leadership Light: An action packed four hour program designed to build your team into a cohesive unit. Activities, interaction, lunch and training for officers, board of directors, committee chairmen and staff.

Leadership Retreat: Six hours includes breakfast, lunch, team building activities, Robert's Rules of Order, negotiation techniques and other technical training designed to bring together your line officers, board of directors, committee chairmen and vice chairmen and all staff liaisons.

Leadership Summit: Two days generally running 5 hours each designed to include all activities of the Leadership Retreat on day one and in-depth STRAP workshop day two.

Each program is custom designed to your theme and specific needs. Please visit JoanneChando.com and complete the Booking Request Form with as much detail as possible.

Leadership Academy Programs
Custom designed for your unique needs

Graduate REALTOR® Institute

GRI-1

Professional Standards
Fair Housing and Diversity
Finance
Negotiating & Counseling
Goal Setting & Business Planning
Contact 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



**ABR
GREEN
MRP
PMN
RSPS
SRES
SFR
SRS**

**Generating Buyer and Seller Leads
Generation Buy
Real Estate Marketing Reboot
New Home Construction
Pricing Strategy Advisor**

Code of Ethics

CIPS Institute

Global Real Estate: Local Markets

Global Real Estate: Transaction Tools

Europe and International Real Estate

Asia/Pacific and International Real Estate



The Americas and International Real Estate

Joanne is always adding more classes, designations & certifications— check website for the most current information

PLUS:

- ✓ **How to be a Mega Listing Specialist**
- ✓ **No Hitting Allowed! How to Negotiate Anything with Anyone at Anytime**
- ✓ **What's the 4-1-1 on 1031's? and more**



 **Joanne Chando Productions**
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**Professional Member
 The National Speakers Association**



Clients Include:

- Florida REALTORS®
- Wisconsin REALTORS® Association
- Bay County Association of REALTORS®
- Bonita-Estero Association of REALTORS®
- Emerald Coast Association of REALTORS®
- East Polk County Association of REALTORS®
- Fort Lauderdale Association of REALTORS®
- Greater Tampa REALTORS®
- Lakeland Association of REALTORS®
- Miami Association of REALTORS®
- Naples Area Board of REALTORS®
- Navarre Area Board of REALTORS® Inc.
- Northeast Florida Association of REALTORS®
- Ocala Association of REALTORS®
- Orlando Regional REALTOR® Association
- Osceola Association of REALTORS®
- Pinellas REALTOR® Organization
- REALTOR® Association of the Palm Beaches
- REALTOR® Association of Lake & Sumter Counties
- REALTOR® Association of Indian River County
- REALTORS® Association of Citrus County
- Royal Palm Coast REALTOR® Association
- Sarasota Association of REALTORS®
- Space Coast Association of REALTORS®
- Tallahassee Board REALTORS®
- Tampa Association of REALTORS®
- West Volusia Association of REALTORS®

- Oasis Senior Advisors
- Dress for Success
- Coldwell Banker
- Entrust Freedom 1031 – Exchange Company
- Florida Society of Association Executives
- Girl Scout Council of Greater New York
- Georgia Romance Writers
- Habitat for Humanity
- Home Team Inspection Service National Franchise
- Romance Writers of America
- RAPDD: REALTOR®
- Association Professional Development Directors & Educators Summit

**2015 Florida Realtors® Educator of the Year
 2014 Broker of the Year, Royal Palm Coast
 REALTOR® Association**

Visit www.JoanneChando.com for more information, videos, complete calendar, booking form, up-to-the-minute offerings & client/student comments, too! Have a unique situation or 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 staff & members.*