

Stacy Bernal's Continuing Education classes
Will teach anywhere in Utah:

Intro to Home Warranty
Course number R180908
One-hour elective

Hailed as one of the "best home warranty classes ever," Intro to Home Warranty is sure to delight and educate REALTORS whether they've been in the industry for two years or twenty. This class covers everything from what a home warranty is, what is and isn't covered and WHY, and how home owners can get the most out of their coverage. The content is both informational and entertaining and will benefit agents in all their transactions. *Also approved for Title and Escrow CE course #37040.

Home Warranty 101
Course number R180806
Two-hour elective

Home Warranty 101 covers everything in Intro to Home Warranty with an even deeper dive into the glamorous world of home warranties. This class also includes many real-life examples of claims gone wrong, citing what happened and how those issues can be avoided. *Also approved for Title and Escrow CE course #37041.

Service is the New Sales
Course number R181028
One-hour elective

If you've ever bought a car and thought to yourself about the salesperson, "Don't try to sell a salesperson. I know all your psychological tricks," this is the class for you. The real estate industry is constantly evolving and sales tactics from times bygone are starting to lose their effectiveness. In Service is the New Sales, agents will learn to create their businesses around their "WHY," the importance of community connection, and the power of giving back. They will have the chance to think outside of the proverbial box of typical sales tactics to create a sustainable sales model based on impeccable standards of service. Stacy shares experiences from her role as an award-winning sales rep and how she grew her territory's sales by more than 300%-- without making ONE cold call.