

APPROVED BROKER C.E. SERIES



The Broker Launchpad: Training for Aspiring Real Estate Brokers

The Broker Launchpad training program covers the essential steps and legal requirements for aspiring real estate brokers to establish a compliant and sustainable brokerage business. By understanding the key compliance areas, legal structures, and risk management strategies, participants will be well-equipped to navigate the complex landscape of real estate brokerage and position their businesses for long-term success.

PART ONE: Becoming the Boss – Starting & Structuring Your Brokerage



Audience: Licensed Real Estate Agents preparing to open and current Managers needing to pivot in their Brokerages.

Structure: 3-hour CE interactive session with activities and downloadable resources

PART TWO: Leading the Office – Managing Agents & Operations



Audience: Licensed Real Estate Agents and current Brokers preparing to open, manage, or restructure their brokerages

Structure: Part Two of a 3-hour CE interactive session with activities and downloadable resources

Course Description:

Ready to make the leap from agent to broker-owner? Becoming the Boss is an interactive course designed for licensed real estate professionals preparing to open or manage a brokerage. This hands-on training walks you through the legal, operational, and ethical responsibilities of running a real estate office—from business formation to compliance systems.

Participants will leave with a personalized compliance checklist, essential templates, and a clear action plan to launch or restructure their brokerage with confidence.

What You'll Learn:

- How to form your brokerage entity, register for taxes, and set up accounts
- Real Estate Commission rules for supervision, trust accounts, and recordkeeping
- Office policy manuals and independent contractor agreements that protect your business
- Risk management strategies and ethical leadership practices
- How to build a brokerage ready for growth, compliance, and long-term success

Course Description:

This course is designed for licensed real estate professionals preparing to open or manage a brokerage. Learn how to recruit the right agents, build effective compensation models, supervise transactions, and foster a culture of accountability and growth. Participants will develop a personalized agent management plan and leave with practical tools to support compliance, coaching, and office operations.

Key Takeaways:

- Recruit and onboard agents with strategy and intention
- Build compensation plans that drive retention and productivity
- Implement supervision systems to manage risk and stay compliant
- Create a motivating, ethical office culture
- Develop your own Agent Management Plan for immediate use

Elevate
Your
Business



TO BOOK A COURSE



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