

REAL ESTATE PRATICE PROJECT
PART I: BUSINESS OFFICE, PERSONALITY AND LEARNING STYLE
Grading Point Sheet

	Your Points/Pts.Possible
Contracts:	
1. Broker-Associate License Contract (A-1)	/5
2. EXHIBIT A	/5
3. EXHIBIT B	/5
Scripts:	
4. Telephone script	/5
Cards:	
5. For buyers (five)	/5
6. For sellers (five)	/5
Marketing	
7. Write "New Agent" intro letter	/5
8. Design your Personal Brochure	/5
Identify your FARM:	
9. Sellers	/5
10. Buyers	/5
Time management:	
11. Calendar (Feb or Aug)	/5
Personality characteristics	
12. Personality Type Study Guide (Circle ONE): Driver – Theorist – Analyst – Feeler	/5
13. Dealing with Difficult People (Circle ONE): Thinker - Director – Socializer – Relater	/5
14. Personality Spectrum - Thinking Preferences Organizer – Adventurer – Giver – Thinker	/5
15. Learning Inventory: List #1, #2, & #3.(Write your answer) 1 _____ 2. _____ 3. _____	/5
16. Pathways to Learning: List #1, #2 & #3 (Write your answer) 1 _____ 2. _____ 3. _____	/5
17. 4 Ch 4 types x 7 listening questions (write questions)	/30
18. Birth order. (_____)	/5
19. Birth day/month (day: _____) (month: _____)	/5
*Format / Directions	/5
TOTAL	<u>/125</u>

***Place this page as the top page on the left side of your folder.
Complete the bottom of each page with the information below.**

Directions: Turn in this as a separate page with Practice Project #1

Student Name: _____
Section # _____ Student ID # _____ Fall/Spr _____ (year)