

2010: 2nd Quarter Free Classes Sorted by Date

HOW TO REGISTER? Go to the 21online.com Homepage and in the 'Popular Tools' window, select 'CLS (Learning System)'. Once on the CLS Homepage, select 'Course Catalog' tab at the top and in the search box, type the first few words of the course name and click 'Search'.
Select the class title and complete the registration process.

Course Name	Class Name	Start Date	Start Time ET
The CENTURY 21 Listing Presentation	C21LIST-043-3/9/2010	03/09/10	12:00 PM
Success through your Value Package	Success PKG-009-3/9/2010	03/09/10	2:00 PM
FTC-Do Not Call-Selling in a Do Not Call World	FTC-032-3/9/2010	03/09/10	3:00 PM
Basics of REO, Foreclosure, and Short Sale Properties	REOBasics-014-3/9/2010	03/09/10	4:00 PM
Success Planning	Success Planning-035-	03/09/10	6:00 PM
Going Green - Becoming an Eco-Agent	GG-029-3/9/2010	03/09/10	7:00 PM
Portraying a Professional Image	PROIMAG-035-3/9/2010	03/09/10	9:00 PM
Regulatory and Environmental Issues in Real Estate	REGENV-034-3/10/2010	03/10/10	12:00 PM
Staying in Touch Means Repeat Business	STATUCH-032-3/10/2010	03/10/10	2:00 PM
Working with Buyers	BUYER-037-3/10/2010	03/10/10	2:00 PM
Contact Management: Made Easy	CONMGM-040-3/10/2010	03/10/10	3:00 PM
Enhancing Your Listings on Century21.com	ENHLIST-014-3/10/2010	03/10/10	5:00 PM
Anatomy of a House	AOH-036-3/11/2010	03/11/10	11:00 AM
CGRN Basic	CGRNB-041-3/11/2010	03/11/10	1:00 PM
Incorporating CREATE21 Into Your Local Training	CREATLCL-031-3/11/2010	03/11/10	3:00 PM
The Power of Brand Marketing	BRMDMKT-031-3/11/2010	03/11/10	3:00 PM
Market Yourself as a Real Estate Expert	MKYSELF-037-3/11/2010	03/11/10	5:00 PM
Recruiting Top Performers	LIONS-026-3/11/2010	03/11/10	5:00 PM
FSBOs-Fastest Source of Business Opportunities	FSBO-037-3/11/2010	03/11/10	7:00 PM
Your Guide to CLS Online Training	CLS-053-3/11/2010	03/11/10	7:00 PM
Success Achieving	Success Achieving-027-3/11/2010	03/11/10	9:00 PM
CGRN Referral Mgmt for Agents	CGRNAG-038-3/12/2010	03/12/10	1:00 PM
CREST EDG Class One	CREDG1-036-3/15/2010	03/15/10	1:00 PM
Capitalizing on Market Dynamics-6 (Negotiating)	CMDNEGOT-026-3/16/2010	03/16/10	1:00 PM
CREST EDG Class Two	CREDG2-036-3/16/2010	03/16/10	1:00 PM
Pricing Your Listing to Sell	PRICLIST-028-3/16/2010	03/16/10	3:00 PM
CREST EDG Reports	CREDGR-036-3/17/2010	03/17/10	1:00 PM
How to Have an Open House By Design	Open-015-3/17/2010	03/17/10	4:00 PM
Listing Strategies for Today's Market	GETLIST-004-3/17/2010	03/17/10	6:00 PM
Is it a Stall or an Objection?	STALL-032-3/18/2010	03/18/10	9:00 AM
CREST EDG Commercial Lease & Prop Mgmt	CREDGCL-036-3/18/2010	03/18/10	1:00 PM
eCampaigns	Ecamp-022-3/18/2010	03/18/10	1:00 PM

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CENTURY 21 Home Protection Plan (HPP)	C21HPP-022-3/18/2010	03/18/10	3:00 PM
Search Engine Optimization Solutions for Real Estate Professionals	SEOS-008-3/22/2010	03/22/10	2:30PM
Is it a Stall or an Objection?	STALL-033-3/23/2010	03/23/10	12:00 PM
Listing Strategies for Today's Market	GETLIST-005-3/23/2010	03/23/10	2:00 PM
21Online.com for Agents	21ONLINE-032-	03/23/10	4:00 PM
Learning to Learn Online Using WebEx	LERNWBX-197-3/24/2010	03/24/10	10:00 AM
Pricing Your Listing to Sell	PRICLIST-029-3/24/2010	03/24/10	1:00 PM
<i>Listing Strategies for Today's Market</i>	GETLIST-006-3/24/2010	03/24/10	3:00 PM
Recruiting Roadmap to Success	RDMAP-009-3/24/2010	03/24/10	7:00 PM
eReferral	EREFER-033-3/25/2010	03/25/10	12:00 PM
Managing and Responding to Internet Leads	MLEADS_008-3/25/2010	03/25/10	1:00 PM
Working with Buyers	BUYER-038-4/1/2010	04/01/10	10:00AM
CENTURY 21 Hispanic Services	C21HISP-027-4/1/2010	04/01/10	12:00PM
Impress Your Customers with Exceptional Service	IMPRES-040-4/2/2010	04/02/10	1:00PM
Quality Service Survey - Overview	QSS-034-4/2/2010	04/02/10	3:00PM
Impress Your Customers with Exceptional Service	IMPRES-041-4/5/2010	04/05/10	11:00AM
Target Marketing and Specialization	TGTMTKG-037-4/5/2010	04/05/10	9:00AM
Attitude: Persevere and Stay on Track	ATT-008-4/6/2010	04/06/10	12:00PM
Going Green - Becoming an Eco-Agent	GG-030-4/6/2010	04/06/10	2:00PM
21Online.com for Agents	21ONLINE-033-4/7/2010	04/07/10	10:00 AM
eCampaigns	Ecamp-023-4/7/2010	04/07/10	1:00 PM
Portraying a Professional Image	PROIMAG-036-4/7/2010	04/07/10	3:00PM
Recruiting I - Developing an Effective Plan	REC1-026-4/7/2010	04/07/10	5:00PM
Recruiting II - Developing-Communicating Your Value Proposition	REC2-026-4/8/2010	04/08/10	4:00PM
Recruiting III - Advertising, Prospecting, Re-recruiting	REC3-026-4/8/2010	04/08/10	6:00PM
PEP Overview for Managers	PEPOV-007-4/9/2010	04/09/10	11:00AM
Bloggng	Blog-022-4/9/2010	04/09/10	9:00AM
21st Century Prospecting Techniques	21STCEN-041-4/13/2010	04/13/10	1:00PM
Anatomy of a House	AOH-038-4/13/2010	04/13/10	11:00AM
How to Have an Open House By Design	Open-016-4/13/2010	04/13/10	3:00PM
Success Planning	Success Planning-036-4/13/2010	04/13/10	3:00PM
Basics of REO, Foreclosure, and Short Sale Properties	REOBasics-015-4/13/2010	04/13/10	5:00PM

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Course Name	Class Name	Start Date	Start Time ET
Listing Strategies for Today's Market	GETLIST-007-4/14/2010	04/14/10	11:00AM
FSBOs-Fastest Source of Business Opportunities	FSBO-038-4/14/2010	04/14/10	12:00PM
Handling Expireds	EXPS-039-4/14/2010	04/14/10	2:00PM
Is it a Stall or an Objection?	STALL-034-4/14/2010	04/14/10	9:00AM
Market Yourself as a Real Estate Expert	MKYSELF-038-4/15/2010	04/15/10	12:00PM
Negotiating	CMDNEGOT-027-4/15/2010	04/15/10	2:00PM
Social Networking and Developing an Online Business	SONET-023-4/15/2010	04/15/10	3:00PM
Success Achieving	Success Achieving-028-4/15/20	04/15/10	5:00PM
Bloggng	Blog-023-4/16/2010	04/16/10	12:00PM
PEP Overview for Managers	PEPOV-008-4/16/2010	04/16/10	2:00PM
Managing and Responding to Internet Leads	MLEADS_009-4/19/2010	04/19/10	1:00PM
Search Engine Optimization Solutions for Real Estate F	SEOS-009-4/19/2010	04/19/10	3:00PM
Recruiting Top Performers	LIONS-027-4/20/2010	04/20/10	7:00PM
Regulatory and Environmental Issues in Real Estate	REGENV-035-4/20/2010	04/20/10	9:00PM
How to Build a Slide Show	SlideShow-015-4/21/2010	04/21/10	2:00 PM
Staying in Touch Means Repeat Business	STATUCH-033-4/21/2010	04/21/10	12:00PM
The Power of Brand Marketing	BRMDMKT-032-4/21/2010	04/21/10	2:00PM
Contact Management: Made Easy	CONMGM-041-4/21/2010	04/21/10	3:00PM
Success through your Value Package	Success PKG-010-4/21/2010	04/21/10	5:00PM
<i>FTC-Do Not Call-Selling in a Do Not Call World</i>	FTC-033-4/22/2010	04/22/10	11:00 AM
21Online.com for Agents	21ONLINE-034-4/22/2010	04/22/10	2:00 PM
Learning to Learn Online Using WebEx	LERNWBX-198-4/22/2010	04/22/10	3:00 PM
The CENTURY 21 Listing Presentation	C21LIST-044-4/22/2010	04/22/10	12:00PM
Contact Management: Made Easy	CONMGM-042-4/22/2010	04/22/10	2:00PM
Pricing Your Listing to Sell	PRICLIST-030-4/27/2010	04/27/10	1:00PM
21st Century Prospecting Techniques	21STCEN-042-4/27/2010	04/27/10	3:00PM
Learning to Learn Online Using WebEx	LERNWBX-199-4/28/2010	04/28/10	11:00 AM
Your Guide to CLS Online Training	CLS-054-4/28/2010	04/28/10	3:00 PM
How to Have an Open House By Design	Open-017-4/28/2010	04/28/10	2:00PM
Is it a Stall or an Objection?	STALL-035-4/28/2010	04/28/10	4:00PM
Turning Around Situations Gone Sour	SOUR-031-4/28/2010	04/28/10	7:00PM
Success Planning	Success Planning-037-4/28/201	04/28/10	9:00PM

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Course Name	Class Name	Start Date	Start Time ET
eReferral	EREFER-034-4/29/2010	04/29/10	12:00 PM
Basics of REO, Foreclosure, and Short Sale Properties	REOBasics-016-4/29/2010	04/29/10	12:00PM
FSBOs-Fastest Source of Business Opportunities	FSBO-039-4/29/2010	04/29/10	2:00PM
Listing Strategies for Today's Market	GETLIST-008-4/29/2010	04/29/10	5:00PM
Market Yourself as a Real Estate Expert	MKYSELF-038-4/29/2010	04/29/10	7:00PM
Quality Service Survey - Overview	QSS-035-5/3/2010	05/03/10	12:00PM
Target Marketing and Specialization	TGTMTKG-038-5/3/2010	05/03/10	2:00PM
Handling Expireds	EXPS-040-5/3/2010	05/03/10	3:00PM
Social Networking and Developing an Online Business	SONET-024-5/3/2010	05/03/10	5:00PM
Recruiting Roadmap to Success	RDMAP-010-5/4/2010	05/04/10	4:00PM
Attitude: Persevere and Stay on Track	ATT-009-5/4/2010	05/04/10	6:00PM
Going Green - Becoming an Eco-Agent	GG-031-5/5/2010	05/05/10	7:00PM
Social Networking and Developing an Online Business	SONET-025-5/5/2010	05/05/10	7:00PM
Portraying a Professional Image	PROIMAG-037-5/5/2010	05/05/10	9:00PM
Success Achieving	Success Achieving-029-5/5/2010	05/05/10	9:00PM
Bloggng	Blog-024-5/6/2010	05/06/10	1:00PM
Recruiting Roadmap to Success	RDMAP-011-5/6/2010	05/06/10	12:00PM
Recruiting Top Performers	LIONS-028-5/6/2010	05/06/10	2:00PM
PEP Overview for Managers	PEPOV-009-5/6/2010	05/06/10	3:00PM
Impress Your Customers with Exceptional Service	IMPRES-042-5/7/2010	05/07/10	1:00PM
Quality Service Survey - Overview	QSS-036-5/7/2010	05/07/10	3:00PM
Bloggng	Blog-025-5/10/2010	05/10/10	2:00PM
Working with Buyers	BUYER-039-5/10/2010	05/10/10	2:00PM
CENTURY 21 Hispanic Services	C21HISP-028-5/10/2010	05/10/10	4:00PM
PEP Overview for Managers	PEPOV-010-5/10/2010	05/10/10	4:00PM
eCampaigns	Ecamp-024-5/11/2010	05/11/10	10:00 AM
Learning to Learn Online Using WebEx	LERNWBX-200-5/11/2010	05/11/10	11:00 AM
21Online.com for Agents	21ONLINE-035-5/11/2010	05/11/10	3:00 PM
<i>FTC-Do Not Call-Selling in a Do Not Call World</i>	FTC-034-5/11/2010	05/11/10	3:00 PM
Pricing Your Listing to Sell	PRICLIST-030-5/11/2010	05/11/10	11:00AM
Negotiating	CMDNEGOT-028-5/11/2010	05/11/10	9:00AM
Managing and Responding to Internet Leads	MLEADS_010-5/12/2010	05/12/10	5:00PM

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Search Engine Optimization Solutions for Real Estate Professionals	SEOS-010-5/12/2010	05/12/10	7:00PM
Listing Strategies for Today's Market	GETLIST-009-5/13/2010	05/13/10	1:00PM
21st Century Prospecting Techniques	21STCEN-043-5/13/2010	05/13/10	3:00PM
Anatomy of a House	AOH-039-5/18/2010	05/18/10	1:00PM
Regulatory and Environmental Issues in Real Estate	REGENV-036-5/18/2010	05/18/10	3:00PM
Staying in Touch Means Repeat Business	STATUCH-034-5/18/2010	05/18/10	5:00PM
eReferral	EREFER-035-5/19/2010	05/19/10	12:00 PM
Success through your Value Package	Success PKG-011-5/19/2010	05/19/10	3:00PM
The Power of Brand Marketing	BRMDMKT-033-5/19/2010	05/19/10	4:00PM
The CENTURY 21 Listing Presentation	C21LIST-045-5/19/2010	05/19/10	5:00PM
Attitude: Persevere and Stay on Track	ATT-010-5/19/2010	05/19/10	6:00PM
Contact Management: Made Easy	CONMGM-043-5/20/2010	05/20/10	4:00PM
Success through your Value Package	Success PKG-012-5/20/2010	05/20/10	6:00PM
How to Build a Slide Show	SlideShow-016-5/24/2010	05/24/10	1:00 PM
How to Have an Open House By Design	Open-018-5/25/2010	05/25/10	2:00PM
Success Planning	Success Planning-038-5/25/2010	05/25/10	3:00PM
Is it a Stall or an Objection?	STALL-036-5/25/2010	05/25/10	4:00PM
Turning Around Situations Gone Sour	SOUR-032-5/25/2010	05/25/10	5:00PM
Basics of REO, Foreclosure, and Short Sale Properties	REOBasics-017-5/26/2010	05/26/10	4:00PM
Listing Strategies for Today's Market	GETLIST-010-5/26/2010	05/26/10	5:00PM
FSBOs-Fastest Source of Business Opportunities	FSBO-040-5/26/2010	05/26/10	6:00PM
Market Yourself as a Real Estate Expert	MKYSELF-039-5/26/2010	05/26/10	7:00PM
21Online.com for Agents	21ONLINE-036-5/27/2010	05/27/10	11:00 AM
Your Guide to CLS Online Training	CLS-055-5/27/2010	05/27/10	11:00 AM
Learning to Learn Online Using WebEx	LERNWBX-201-5/27/2010	05/27/10	3:00 PM
Pricing Your Listing to Sell	PRICLIST-031-5/27/2010	05/27/10	9:00AM
The CENTURY 21 Listing Presentation	C21LIST-046-6/2/2010	06/02/10	7:00PM
Contact Management: Made Easy	CONMGM-044-6/2/2010	06/02/10	9:00PM
The CENTURY 21 Listing Presentation	C21LIST-047-6/3/2010	06/03/10	12:00PM
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Managing and Responding to Internet Leads	MLEADS_011-6/7/2010	06/07/10	12:00PM

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Target Marketing and Specialization	TGTMKTG-039-6/7/2010	06/07/10	2:00PM
Impress Your Customers with Exceptional Service	IMPRES-043-6/7/2010	06/07/10	4:00PM
Listing Strategies for Today's Market	GETLIST-011-6/8/2010	06/08/10	2:00PM
Handling Expireds	EXPS-041-6/8/2010	06/08/10	7:00PM
Social Networking and Developing an Online Business	SONET-026-6/8/2010	06/08/10	9:00PM
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Learning to Learn Online Using WebEx	LERNWBX-202-6/28/2010	06/28/10	11:00 AM
Your Guide to CLS Online Training	CLS-056-6/28/2010	06/28/10	3:00 PM
21Online.com for Agents	21ONLINE-036c-6/29/2010	06/29/10	10:00 AM