

Cynthia DeLuca

EDUCATOR

Course Topics

- Persistence Pays Dividends
- The Fortune is in the Follow-Up
- What English Bulldogs Can Teach You About Real Estate Buyers
- Persistence Goes the Distance
- Be a Standout Agent!
- Service Animals, Emotional Support Animals and everything in between
- Pick Me!: a look at FCRA and Application Process (property managers)
- The Top 12 Myths of Real Estate & Busting Them
- Rags to Riches in 90 days
- The Great 8
- Fishing in a Big Ocean and how to differentiate yourself
- Listings with a Purpose
- Buyers Within Niches
- Making Money with FSBO's and Off Market Leads
- Time's Up: Working With Expired Listings
- Dream Big! Goal Setting and Vision Boards
- Retire! Building a Sell-able Business
- How Leaders Conquer Public Speaking
- **Specific For Brokers:**
- Selling Your Brokerage Company and profiting from it
- Be an Exceptional Broker for all agents
- A-Z: A Look at all Generations including the mega Z Generation
- Co-Existing with Teams and profiting with them

REBAC

- Accredited Buyer Representative (ABR designation)
- Corporate Relocation: The Next Move
- Pricing Strategy Advisor: Mastering the CMA (PSA Certification)
- REO Properties: Responsibilities, Education, and Opportunities for REALTORS
- Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself
- Real Estate Safety Matters
- Short Sales & Foreclosures Resource Certification (SFR)

REBI

- Marketing the Listing
- Real Estate Professional Assistant Certification (REPA)
- Seller Representative Specialist (SRS designation)



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Other Courses

- Excellence in Professionalism, Gold Key Certification (GKC), offered by the Orlando Regional REALTOR Association
- Excellence in Professionalism, Platinum Key Certification (PKC), offered by the Orlando Regional REALTOR Association
- LCIW: Learning Center Instructor Workshop, offered by Florida REALTORS

Ask

Ask Cynthia about a customized course for you.

Contact

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Credentials

- Previous Broker/Founder of Largest Independent Real Estate Company in Central Florida with over 25% market share
- Successfully sold company in 2016 to one of top 350 real estate companies in nation
- Permitted Instructor in multiple states
- Teaching since 2002
- REBAC and REBI Instructor
- NAR Speaker
- Florida REALTORS® Educator of the Year
- Orlando Regional REALTOR® Association Educator of the Year, 2 time recipient
- C12 Member of the Year
- President's Excellence in Business Award, Chamber of Commerce
- Authored and updated over 150 courses, including designation, certification and core courses , plus published 3 books
- Speaker: Triple Play Convention (NY, NJ, PA)
- Speaker: Georgia REALTORS Convention
- Speaker: Florida REALTORS Convention

