

Course Syllabus and CE Instructions

The StorySeller events include three 60-minute courses:

<i>Introduction to StorySelling</i>	<i>The Market’s Story Part 1</i>	<i>The Market’s Story Part 2</i>
<p>How to use story structure to improve communication and sales results with clients and strategic partners.</p> <p><i>Learning Objectives:</i></p> <ul style="list-style-type: none"> • How to understand and better articulate the top challenges that clients are facing in your market • How to pick a communication method and tell an effective story about those challenges • How to use story structure help clients overcome their challenges and make smarter choices 	<p>Guide to Interest Rates, Economic Trends, and the Bond Market: this includes an overview of the financial markets and what causes interest rates to fluctuate.</p> <p><i>Learning Objectives:</i></p> <ul style="list-style-type: none"> • Why and how mortgage rates change • How the Fed impacts the mortgage bond market and why it matters • How to understand the three major economic reports that have the most impact on mortgage rates 	<p>Guide to House Prices, Housing Trends, and Housing Demographics.</p> <p><i>Learning Objectives:</i></p> <ul style="list-style-type: none"> • How to understand and illustrate the main supply and demand factors that impact house prices • How to understand the demographic trends impacting house prices • How to create more value when giving market updates to clients and strategic partners

About the Instructor:



Gibran Nicholas is the founder and CEO of Momentifi, a sales training and financial technology company based in Alpharetta, GA. As a professional speaker and business leader, Gibran has trained, coached, and certified over 9,000 of the nation’s top producers in the mortgage, housing, and financial services industry. He has presented at the Inman and Finovate events, as well as private events for top companies in the housing and financial industry. Gibran is the creator and host of The StorySeller events, workshops, and community. He’s passionate about helping you use the power of story to grow your business and find more meaning in your work.

How to Receive Continuing Education (CE) Credits for Attending the Certified StorySeller Live Events & Webinars

State-by-State CE Instructions and Information

State of California (CA)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	<p>You must verify your identity per state guidelines before gaining entry into the webinar or event and ALSO before gaining access to the exam. In both instances, a question will appear on the screen for you to enter your ID number. Here are the acceptable forms of ID:</p> <ul style="list-style-type: none"> a) A current California driver's license. b) A current identification card described in Section 13000 of the California Vehicle Code c) Any identification of the participant issued by a governmental agency or a recognized real estate related trade organization within the immediately preceding five years which bears a photograph, signature and identification number of the participant.
Exam:	You must pass a 5-question exam at the end of each webinar or live event. We will send you a link to the exam on the day of the event. You will not receive CE credit if you don't complete the exam with at least an 80% passing grade.
Additional Info and Instructions:	<p>Each webinar or live event is equal to 3 CE credit hours. Here are the links to the general information pages for the 3 courses in the series:</p> <p>Introduction to StorySelling: https://momentifi.com/files/CSS/CSS-01-CA-Info-Page.pdf</p> <p>The Market's Story Part 1: https://momentifi.com/files/CSS/CSS-02-CA-Info-Page.pdf</p> <p>The Market's Story Part 2: https://momentifi.com/files/CSS/CSS-03-CA-Info-Page.pdf</p>

State of Colorado (CO)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your CO real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form. Additionally, you must complete and sign the CO attestation form to verify your identity and that you were physically present during the entire webinar. We will send you the attestation form to sign at the end of each webinar.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. Support is available by filling out the online contact form here: https://www2.momentifi.com/contact-us/

State of Georgia (GA)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your GA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. Georgia Real Estate Commission has approved this school as meeting the requirements of Georgia laws.

State of Michigan (MI)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your MI real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Minnesota (MN)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your MN real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. Support is available by filling out the online contact form here: https://www2.momentifi.com/contact-us/

State of New Jersey (NJ)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your NJ real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 2 CE credit hours.

State of New York (NY)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your NY real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Nevada (NV)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your NV real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. In the state of NV, you must also complete the course survey in order to receive CE credits. The link to the course survey will be provided at the end of each webinar or live event.

State of Ohio (OH)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your OH real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Oklahoma (OK)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your OK real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	You must pass a 5-question exam at the end of each webinar. We will send you a link to the exam on the day of the webinar. You will not receive CE credit if you don't complete the exam with at least an 80% passing grade.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Oregon (OR)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your OR real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Pennsylvania (PA)	
Identify Verification:	Identity verification occurs at the check-in desk.
Exam:	No exam is required.
Additional Info and Instructions:	Each in-person event is equal to 2 CE credit hours. No CE credit for attending a live webinar.

State of Texas (TX)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your TX real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Utah (UT)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your UT real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours.

State of Virginia (VA)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your VA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. Support is available by filling out the online contact form here: https://www2.momentifi.com/contact-us/

State of Washington (WA)	
Webinar: Video Camera	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Webinar: Poll Questions	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	For in-person events, identity verification occurs at the check-in desk. For webinar events, identity verification occurs in the Zoom meeting. Before the webinar begins, a form will appear on the screen for you to fill out your WA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Exam:	No exam is required.
Additional Info and Instructions:	Each webinar or live event is equal to 3 CE credit hours. Support is available by filling out the online contact form here: https://www2.momentifi.com/contact-us/