



## **MELANIE MCLANE**

### **In-Depth, Real World Training for Agents and Appraisers**

ABR, BPOR, CRB, CRS, e-PRO, CDEI, GREEN, GRI, RAA, RSPS, SRES, SRS • REBAC Hall of Fame Instructor • AQB Approved certified instructor of the Year in 2012 • Author or co-author of several NAR courses/designations • Active certified appraiser & licensed broker/manager/owner • Local board REALTOR® of the Year, Spirit Award, & Outstanding Achievement Award recipient • Two-term District Vice-President for the Pennsylvania Association of REALTORS® • Pennsylvania REALTOR® of the Year • [RESUME](#) • [PAST CLIENT LIST](#)

“Your class is always full of helpful hints, candid advice and practical solutions to sometimes uncomfortable situations.” - *Joe Varacallo, President, Coldwell Banker Developac Realty*

“Melanie is a consummate professional. She goes above and beyond in preparation by researching, knowing and understanding your state laws. The fact that Melanie wears both an Appraiser and a REALTOR® hat benefits you and your members. She is a gem to work with and my members have given her great evaluations each time she has visited. Melanie is an excellent instructor and she knows real estate!” - *Michelle K. Ahrens, Director of Education/Communications, REALTOR® Association of the Sioux Empire, Inc.*

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#### **SESSION TITLES**

- **7 Construction Facts Appraisers Wish You Knew**
- **10 Do's and Don'ts for Working with Appraisers**
- **Advertising, Social Media, and the Agent**
- **Age in Place: Accessible Design, Smart Houses, & the Agent**
- **Anatomy of a House**
- **Anatomy of an Appraisal**
- **Basic Construction Refresher (AQB Approved!)**
- **Big Data and Real Estate Professionals**
- **Calculate Your Way to More Income**
- **CRB, ABR (& electives), ePRO, SRES, RSPS, GREEN, PSA, SRS**
- **Economics and Real Estate**
- **Ethical Behavior in a Wired World**
- **Fair Housing in a Diverse World**
- **Financing and Closing the Real Estate Transaction**
- **Fun and Games! (Instructor Workshop)**
- **Getting to Yes: Negotiating on Behalf of Your Client**
- **Green Trends**
- **Hybrid Appraisals--Safe or Sorry?**
- **I Have an Idea for a Course, Now What? (Instructor Workshop)**
- **Multiple Offers: Keeping It Legal, Ethical, and Sane**
- **Navigating Cooperation with Competition**
- **Policy Matters! Designing Your Office Policy Manual**
- **Pricing in a Changing Market**
- **Procuring Cause, or Who's Commission is it Anyway?**
- **Risk Management: What You Say and Do Will Be Used Against You!**
- **Valuation in the Internet Age: Zapping Zillow**
- **USPAP**
- **What's It Worth?©**
- **What Am I Doing Here? (Instructor Workshop)**

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[“WHY TWITTER MATTERS . . .  
EVEN IF YOU DON'T TWEET”](#)



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**McLane Solutions**  
**Real Estate Education**

