



BEATRICE'S GUIDE TO *PRACTICAL AI*

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Table Of Contents

Introduction	1
Legal Disclaimer	2
Overview of LLMs	3
How to use these prompts	4
Photo & Document Analysis 	5
Stats & CMAs 	14
Misc. Prompts 	17
How to create a prompt	23
Contact Information	25

Introduction

Since ChatGPT buzzed onto the scene at the end of 2022, the world has never been the same. Hardly a day goes by without a “BREAKING: New AI thing!” headline. Even if you’re tech-savvy, trying to keep up can feel like herding cats in a laser-pointer factory. It’s exhausting even for pros like me...

And in real estate? You hear a lot of “AI is AMAZING!” ...with the same clarity as “motivated seller” - which could mean anything from “priced to move” to “this house is haunted by my mother-in-law”. At Hive MLS, we cut through the noise with two simple questions:

- 1. Will this product or process help our subscribers save time?*
- 2. Will this product or process help our subscribers make more money?*

This guidebook skips the fluff and gets straight to prompts you can actually use today — real examples, real results, no PhD required. A wise man once said: “You should meet people where they are, not where you want them to be”. And when you're ready to start building your own prompts from scratch, the PRICEY framework in the back has you covered.

One more thing: the three Large Language Models (LLMs) in this guide are each about \$20/month. At this point, *not subscribing to at least one* is like printing driving directions from MapQuest in 2026... bless your heart (Did I use that phrase right??). This little monthly spend can take your business to the next level!

Your favorite *Apis mellifera*,

Beatrice
xoxoxo

Legal Disclaimer

This course and all related materials are provided by Hive MLS solely for educational and instructional purposes. Hive MLS does not provide legal, regulatory, compliance, financial, or professional advice. Any prompts, examples, workflows, or demonstrations presented during this course are illustrative only and are not prescriptive.

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Overview of LLMs

The following Large Language Models (LLMs) used in this guidebook. For an intro to the Big 3, click [here](#).

1

ChatGPT (OpenAI)

Pros: Highly versatile across drafting, rewriting, coding, structured analysis, and file-based work. Strong reasoning performance in benchmarks and real-world workflows. Designed for users who need a single assistant to handle many different task types.

Cons: Claude often outperforms it in deep, long-context analysis. Multimodal capabilities (images, video, audio) may depend on the specific version and may lag behind Gemini in some areas.

2

Gemini (Google)

Pros: Strongest multimodal capabilities (images, video, audio). Ideal for users already working inside Google Workspace (Docs, Sheets, Gmail). Great for research workflows where Google's search and data integration matter

Cons: Performance varies more across tasks; not as consistently strong as ChatGPT or Claude in writing or reasoning. Best features are locked behind Google ecosystem integration, which may not fit all users.

3

Claude (Anthropic)

Pros: Exceptional at long-form writing, editing, and deep conceptual reasoning. Handles very large documents with high accuracy and coherence. Often produces the most human-like, thoughtful prose.

Cons: Less tightly integrated with major productivity ecosystems. Historically weaker in multimodal tasks (compared to Gemini).

How to use these prompts

1 **You can't always get what you want... at first**

Prompting is not a one-and-done; it's a conversation. Make sure to ask follow-up questions. Also, read the suggestions at the bottom of the output; it often points you in a direction you didn't know that you could go.

2 **Get comfortable with using multiple LLMs**

You NEED to pay for one of the LLMs. Used correctly, you will save far more time and money than the ~\$20 a month they currently cost. But also use a free version of another LLM to double-check your work, especially when dealing with complex issues like stats or asking the LLM to do the math for you.

3 **Don't pass the output off as your own work**

The goal of using AI is to make us better or more efficient at our job; use the output to train and educate yourself so you are more knowledgeable about a process, a document, a zip code, etc.

4 **Don't input sensitive or confidential information into an LLM like client information or MLS data compilations**

YOU are responsible for the prompts you use. Don't put anything that is confidential or sensitive into an LLM as it can and will be used for training purposes.

5 **The model mentioned in the prompt is the one that performed best at the time**

That doesn't mean your preferred LLM won't work or perform better when you run it. The models are constantly evolving and leap-frogging each other and it changes literally on a weekly basis.



Lions, Tigers, and CC&Rs, Oh My!

CONTEXT

You find a really long CC&R document on a listing and want a plain-English summary in addition to highlighting some key points that are important to your client.

PROMPT

Perform an OCR scan on the attached document. Before summarizing, count the total number of pages and state that number clearly at the top. If any pages or sections are illegible, blurry, or missing, list those specific pages/sections immediately.

If the document is readable, proceed with the following:

1. Executive Summary: Provide a plain-English overview of the CC&R for a potential buyer.
2. Rules Matrix: Create a table summarizing rules by category: Rental, Pets, Vehicles, Improvements, and Enforcement.
3. Risk Analysis: Extract all HOA approval processes and sort them into a list based on 'Estimated Delay Risk' (High, Medium, Low)."

WHAT IT NEEDS

Upload a CC&R document that you found in the MLS

MODEL

Gemini 3.0 (Fast)

NOTES

1) Models can't always read scanned documents effectively or only read parts of it. Make sure to match the number of pages in the output with the document.

2) This prompt differs in format from the one used [here](#) in Episode 1 of *Beatrice's AI Adventures*.



Game of Docs

CONTEXT

You are looking at a document on a listing and you don't know where to begin.

PROMPT

I have this document. What are other real estate agents asking you about it? What do you wish they would ask? What kind of question and answer would excite you?

WHAT IT NEEDS

Upload a CC&R document found on the MLS

MODEL

ChatGPT 5.3 (Auto)

NOTES

1) A variation of this would be when you don't quite understand a concept, like creative financing. You could ask this and replace [Specific Real Estate Concept] with your concept of choice:

I want to deep-dive into [Specific Real Estate Concept]. Can you analyze the current discourse among real estate professionals regarding this topic and identify the 'blind spots'—the questions they aren't asking, but should be, to gain a competitive edge?

2) You can see this prompt used [here](#) in Episode 4 of *Beatrice's AI Adventures*.



The Floorplan Whisperer

CONTEXT

A new real estate agent is showing a house to a potential client and wants to use AI to be better prepared.

PROMPT

I am a new real estate agent and want to get better at showing houses. Review the attached floor plan on this property and answer the following questions:

- 1) Are there any obvious areas where an additional half-bath could potentially be added, if a client desired?
- 2) Are there any unique features or layouts that differentiate this property?
- 3) How could I position this home as a vacation rental based on the layout and room sizes?
- 4) Suggest the best furniture layout for this living/dining/kitchen space to make it feel open yet functional.
- 5) Make a list of questions buyers might ask when viewing this floor plan and how I should respond.

WHAT IT NEEDS

Upload a floorplan that you find on an MLS listing

MODEL

ChatGPT 5.3 (Auto)

NOTES

- 1) If you don't quite understand an answer in the output, ask more questions to clarify. This is something simple you can do before showing a house that will make you look like a pro.
- 2) See it used [here](#) in Episode 2 in *Beatrice's AI Adventures*.



Law and Order: HOA Unit

CONTEXT

You find a document that shows a pending lawsuit against the HOA on a listing. You want to inform your client about the risks without providing legal advice.

PROMPT

Analyze the provided legal document. Perform OCR to ensure accurate reading of the document. Provide an informational summary of the lawsuit, including the main issues, parties involved, and relief sought. Describe potential considerations a prospective condo buyer might wish to be aware of, focusing on financial, governance, and property use factors. Highlight possible ways these factors could influence property value or marketability. Provide general, non-legal suggestions for further due diligence a buyer could discuss with a qualified attorney or other professional. This analysis is for informational purposes only and is not legal advice.

WHAT IT NEEDS

Upload a pending lawsuit PDF that you found in the MLS

MODEL

Gemini 3.0 (Fast)

NOTES

1) We are performing OCR (optical character recognition) to increase our chances the document is fully read. There is still no guarantee. Make sure to compare the length of the document manually, then ask the LLM: *How many pages is this document?*

2) See it in action [here](#) in Episode 3 of *Beatrice's AI Adventures*.



The '90s Called - They Want Their Fridge Back

CONTEXT

You are showing a house and your client asks you about the age and condition of an appliance.

PROMPT

Review the attached image of the appliance/system data plate and provide:

- Manufacturer and model (if visible)
- Manufacture date (with explanation of how it was decoded from the serial number)
 - Estimated remaining useful life based on industry averages
 - Risk assessment (low / moderate / elevated) due to age
 - Common buyer and inspector concerns for this appliance type
- Replacement cost range in ZIP code _____ (installed)
- A concise, neutral, client-ready paragraph suitable for a real estate transaction

WHAT IT NEEDS

Take a photo of the date plate or manufacturer sticker on an appliance and upload it with the prompt. Don't forget to add the zip code where the property is.

MODEL

ChatGPT 5.3 (Auto)

NOTES

Make sure your photo is clear and not fuzzy so it can read the text correctly.



Umm... Can I Get a Copy of That?

CONTEXT

You come across a cool report that is clearly written by AI and you want to do something similar for your market.

PROMPT

Reverse-engineer a high-quality prompt that could have produced the following output.

Requirements:

- The prompt should be reusable
- Include role definition, task instructions, constraints, and output format
- Preserve the tone, depth, and structure of the original output
- Do NOT assume hidden system messages unless clearly implied

Output the final prompt in a single clean block.

WHAT IT NEEDS

Upload the document that you like while you run the prompt.

MODEL

ChatGPT 5.3 (Auto)

NOTES

DON'T reuse someone else's language, data, or proprietary material. Reverse-engineer the framework, then rebuild it with your own data, angle, and original analysis.



30 Years? In This Economy?

CONTEXT

You want to run the numbers on how much a mortgage would be, plus see how paying a bit extra each month and refinancing in a few years will change things.

PROMPT

Assume a buyer purchases a \$300,000 home with 20% down and a 30-year mortgage at 6.0%.

- 1) What is the monthly principal and interest payment?
- 2) How much time and interest would they save by adding \$100, \$200, or \$300 extra per month toward the principal?
- 3) Assume they refinance after 2 years to a 5% interest rate with closing costs between 2, 3, 4, and 5%. What would their new monthly payment be, and how long would it take to break even on the refinance?

WHAT IT NEEDS

Just replace the numbers in *italics* with yours.

MODEL

Claude 4.6 (Sonnet)

NOTES

Whenever you use an LLM to do math, run the same prompt through another LLM to double-check. It is better to be safe than sorry and it only takes a minute.



Trust Me. A Bed Frame Isn't Optional.

CONTEXT

You are touring an unfurnished house and your client knows nothing about interior design and can't see themselves in that room.

PROMPT

Generate a photorealistic virtual staging image for this empty residential interior. Use a [Masculine Industrial] design language, focusing on [natural woods and whites / dark metals and leathers]. Ensure all furniture is physically grounded with accurate shadows and matches the room's existing light sources perfectly, without altering the floors, walls, or fixtures.

WHAT IT NEEDS

A photo of a room like a bedroom or living room that is unfurnished.

MODEL

Gemini 3.0 (Fast)

NOTES

1) This is the kind of prompt you can do on your phone after taking a photo while your client is walking around; it is pretty fast in Gemini.

2) Try this ones out:

a) [Farmhouse] + [painted wood and soft neutrals / black metal accents / cozy textures like linen and woven baskets]

b) [Coastal Contemporary] + [airy whites and sandy neutrals / light woods / natural fibers like jute and linen / soft blue accents]



I Can Smell The Cat Pee from Here

CONTEXT

Your client sees a fixer upper in the MLS and wants to know if it would make more sense to fix it up or rent it out.

PROMPT

Act as a real estate agent with 20+ years of experience advising investors. Please do an in-depth photo-by-photo analysis of this property and identify all needed renovations and updates, categorized as critical/structural, necessary for habitability, and cosmetic upgrades. Provide cost estimates based on local labor and materials for zip code 28333 (*Wayne County, NC*). Include a 10-15% contingency budget. Estimate a renovation timeline. Calculate holding costs during renovation (taxes, insurance, utilities). Determine the After Repair Value (ARV) based on comparable sales in the area. Provide ROI analysis for a flip scenario (purchase price *\$210,000* + renovation + holding costs vs. ARV). Provide ROI analysis for a rental scenario including monthly cash flow breakdown (rent estimate minus mortgage, taxes, insurance, property management, and maintenance reserve). Flag any red flags or issues that warrant professional inspection before purchase. You are strictly forbidden from inventing facts or figures.

WHAT IT NEEDS

The listing report as a PDF and the Only Photos report. This prompt only works in Flexmls currently.

MODEL

Gemini 3.0 (Thinking)

NOTES

Swap out the *italics* with the correct location and numbers.



How Deep Is Your Research

CONTEXT

You want to do a deep dive and find everything you can about a specific property on the internet.

PROMPT

This prompt is too large to post here (more than 1000 words). To use it, go to hivemls.training/ai and look for Episode 5 Prompt at the bottom of the page or download it [here](#). It is a text file.

All you need to do is replace *<insert the full address here of the property>* a few lines down with the address of the property you are researching.

WHAT IT NEEDS

Just the prompt. It will search the internet for the necessary information.

MODEL

ChatGPT 5.4 Thinking (and click on the + sign to turn on Deep Research)

NOTES

1) This will create lengthy output (8+ pages) and usually takes at least 15 minutes, though it will depend on the LLM model used. Ask for highlights with the following prompt after it is completed:

Review the output and provide me the 10 most interesting, client-ready highlights from the report.

2) Watch it in action [here](#).



DOM Is Not Demand and Other Bedtime Stories

CONTEXT

You want to do a market retrospective so you can have an expert understanding of a specific market.

PROMPT

Act as a senior real estate market analyst for sophisticated investors. Provide a forensic retrospective of *Grovetown, GA (Columbia County)* covering 2023–2025 and a strategic 2026 forecast. Dissect the market into distinct liquidity regimes by price band and asset class, integrating non-MLS drivers like institutional expansion and rental supply shifts. Identify structural distortions and hidden feedback loops where headline data is misleading. Deliver 10 counter-intuitive insights using named frameworks (e.g., “Inventory Ceilings” or “The Rental Compression Trap”). For each, provide data-backed evidence, explain why common interpretations are wrong, and outline tactical implications for 2026. Maintain a precise, slightly contrarian tone, resolving conflicting metrics without generic optimism. Ensure full Fair Housing Act compliance. You are strictly forbidden from inventing facts or figures. If a specific metric is unavailable, explicitly state 'Data Insufficient' for that segment. Attribute all headline stats to standard sources (Websites, Census, or County Records).

WHAT IT NEEDS

Just the prompt with the correct city, state, and county.

MODEL

Gemini 3.0 with Deep Thinking and Research options

NOTES

This will create lengthy output and can take up to 20 minutes. You need to review the output even though we told the model to not make things up.



Objection Jiu Jitsu

CONTEXT

You just did a CMA and you want to be prepared for a listing presentation.

PROMPT

Act as an expert real estate listing strategist. I am uploading a detailed *RPR* CMA and a document comparing various AVMs (Zestimate, Redfin, etc.) for a specific property. Please analyze these files to help me prepare for a listing presentation. Specifically: 1) Synthesize the data to identify the 'Pricing Sweet Spot' and explain any discrepancies between the AVMs and the *RPR* valuation; 2) Highlight the 3 most impactful comps from the report and explain why they are the best benchmarks; 3) Identify key market trends from the data, such as inventory levels or average days on market, to create a 'why now' narrative; 4) Flag any potential pricing objections or 'red flag' sales in the area and provide a brief script to address them; and 5) Summarize this into a one-page 'Agent Cheat Sheet' I can reference during the meeting. Maintain a professional, data-driven, and confident tone throughout.

WHAT IT NEEDS

A printoff of the CMA Prep spreadsheet taught in The Full CMA class, available on the training website. It also needs a CMA from Flexmls, Matrix, or RPR. Replace the *italics* above with the right vendor.

MODEL

Claude 4.6 Sonnet (Extended)

NOTES

RPR calculates stats differently than Flexmls or Matrix, so make sure to review the market trends section carefully if you use the RPR CMA.

Cold Feet, Warm Script

CONTEXT

Your client is getting cold feet about buying in this market. You want to be prepared to answer their objections.

PROMPT

My client has decided to wait a few years to buy instead of now. They are currently renting. How can I handle these common objections:

- 1) I want to wait for interest rates to drop.
- 2) Renting is cheaper right now.
- 3) Home prices might drop.
- 4) I'm not sure I'll stay long term.

Provide a detailed explanation of how I can handle their objections and let me know if I have missed any other objections. Use the following numbers:

They are currently renting at \$*2300* a month.

They are looking to buy a \$*300,000* home with *10%* down.

WHAT IT NEEDS

Just replace the numbers in *italics* with yours.

MODEL

Claude 4.6 (Sonnet)

NOTES

Whenever you use an LLM to do math, run the same prompt through another LLM to double-check. It is better to be safe than sorry and it only takes a minute.

HGTV Lied to You

CONTEXT

Your clients are convinced that the beach property they want will pay for itself on AirBNB. You aren't so sure.

PROMPT

I am evaluating this condo for my client. Please calculate if it would make financial sense to buy it and use only net rental income to pay off a 30-year mortgage. I have attached documents where you will find rental income, HOA costs, taxes, and/or special assessments. Include real-world monthly costs and assume a down payment of 20%. Run the analysis for mortgage rates at 5%, 5.5%, and 6%.

**WHAT IT
NEEDS**

Print as PDF the listing report and upload that with the most recent income statement from AirBNB or property management company that you find on the listing.

MODEL

Claude 4.6 (Opus)

NOTES

Whenever you use an LLM to do math, run the same prompt through another LLM to double-check. It is better to be safe than sorry and it only takes a minute.

Not Today, Nigerian Prince

CONTEXT

You get an email and you aren't sure if it is legit or a scam.

PROMPT

Analyze the following email text for signs of phishing, fraud, or social engineering. Please provide a breakdown of:

1. Urgency & Emotion: Does it use artificial deadlines or threats to provoke a panic response?
2. Sender & Context: Does the request make sense for the supposed sender?
3. Suspicious Links/Requests: Are there calls to action that involve clicking a link, downloading a file, or sharing sensitive info?
4. Inconsistencies: Check for odd formatting, generic greetings, or 'off' branding.
5. Risk Rating: Give it a score from 1 (Safe) to 10 (High Risk).

Email Text to Analyze: [PASTE EMAIL HERE]

WHAT IT NEEDS

Just the prompt and the email text pasted. Make sure to include the **from email** so it can analyze the company and see if they have a web presence or email server.

MODEL

ChatGPT 5.3 (Auto)

NOTES

Even just typing "Is this email legit?" and pasting the email should work fine, but the prompt above will start to train you on what to look for.

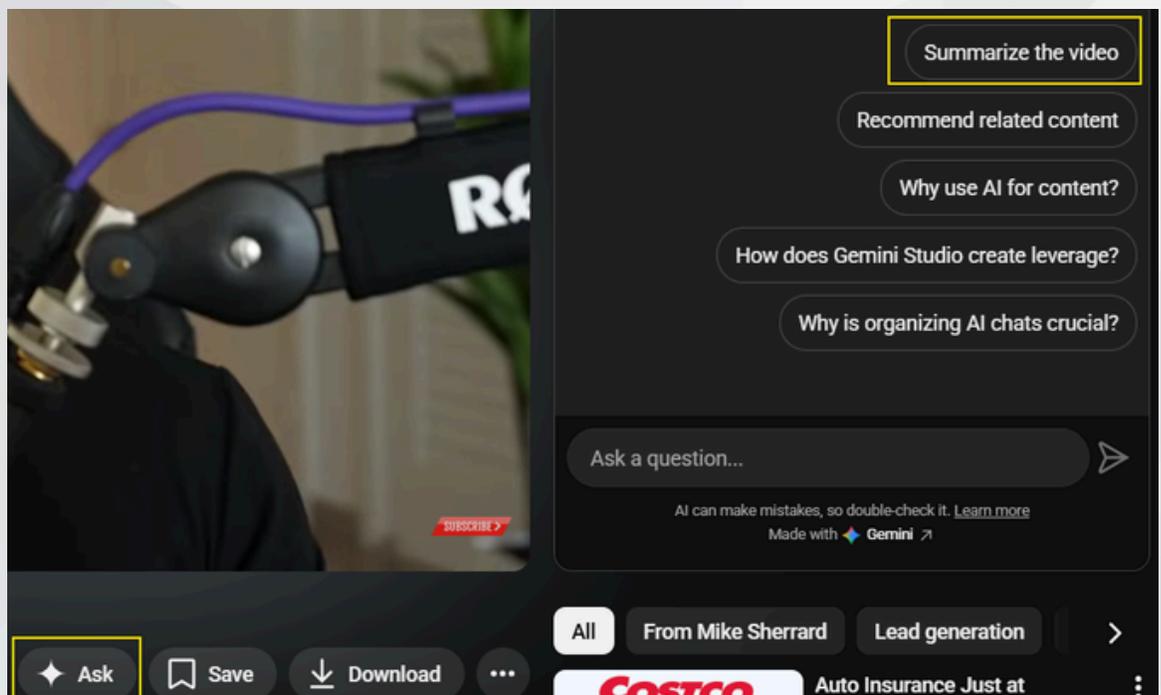
Ain't Nobody Got Time for That

CONTEXT

You find a video on YouTube but you don't want to waste time to find out if the content is relevant or useful.

PROMPT

This is just a different way to use a prompt. Once you click on the Ask button below a video, you should see an option for *Summarize the video* on the right side of the screen.



WHAT IT NEEDS

A YouTube video. Use this video to try it out:
<https://www.youtube.com/watch?v=HFYtD1zck0Q>

MODEL

It uses Gemini integrated inside of YouTube (both are Google products).

NOTES

Click on the time stamp to jump to that section of the video when reviewing the summary. Also, pay attention to the follow-up questions in case you need to get more in-depth information.

How to create a prompt (1)

The best prompts aren't lucky — they're built. Say hi to PRICEY. PRICE is always required. Y is optional, but often the *secret sauce*.

Letter	Meaning	How to use
P	(P)ersona	Who should the AI be? "Act as a ____." <i>Example:</i> "Act as a listing agent with 20 years' experience."
R	(R)equest	What should it do? What exactly should it do? Start with a verb: summarize / write / analyze / calculate. <i>Example:</i> "Write pricing strategy with common seller objections."
I	(I)nputs	What info should it use? Paste data or property details, attach docs, include numbers. <i>Ask:</i> "If information is missing, ask up to 3 clarifying questions before answering."
C	(C)onstraints	The guardrails. What it should or shouldn't do. <i>Example:</i> "Fair Housing compliant. Use only provided facts. No guessing."
E	(E)nd Result	The expected output. Format, length, sections. <i>Example:</i> "3-paragraph listing description." or "cash flow table."
Y	(Y)our Goal	The Why (OPTIONAL, but powerful). Define success. <i>Example:</i> "Help me give my client an honest, numbers-based picture."

How to create a prompt (2)

Full disclosure: the prompts earlier in this guide predate PRICEY. We kept them unchanged on purpose — nobody learns to swim by jumping in the deep end. Now that you're warmed up, here's the upgrade.

Think of PRICE is the recipe. Y is the "don't make it weird" instruction. Use it when tone, ethics, or consistency matter.

1) 🦁 **Lions, Tigers, and CC&Rs, Oh My!**

Persona: Act as a real estate agent with HOA document expertise explaining rules to buyers in plain English.

Request: Summarize this CC&R document and flag items that could affect my client's decision.

Inputs: Use only the attached CC&R PDF. Perform OCR first and confirm the page count.

Constraints: No legal advice. Flag any unreadable pages immediately. Use only what's in the document.

End Result: Page count + readability check → Executive summary → Rules matrix table (Rentals/Pets/Vehicles/Improvements/Enforcement) → HOA approval list sorted by delay risk (High/Med/Low).

Why no Y: The task is mechanical and bounded. The AI knows exactly what to do and the Constraints already handle tone. Adding Y doesn't change the output in a meaningful way.

2) 📄 **Umm... Can I Get a Copy of That?**

Persona: Act as an expert prompt engineer who specializes in reverse-engineering AI-generated documents.

Request: Analyze the attached output and reverse-engineer a reusable, high-quality prompt that could have produced it.

How to create a prompt (3)

Inputs: Use only the attached document as the reference output.

Constraints: Do not assume hidden system messages. Do not reproduce the original language, data, or proprietary framing. Preserve tone, depth, and structural logic only.

End Result: One clean prompt block containing the PRICEY format: Persona, Request, Inputs, Constraints, End Result, Your Goal.

Your Goal: Help me build a reusable framework I can fill in with my own market data and original analysis — not copy this document.

Why Y: Without the Y, the AI might produce a prompt that mirrors the source document too closely. The Y explicitly redirects it toward a transferable framework, which is the entire point of the exercise and an important ethical guardrail.

3) 💰 30 Years? In This Economy?

Persona: Act as a mortgage educator explaining loan scenarios to a buyer in plain English.

Request: Run three mortgage calculations: monthly payment, prepayment savings, and refinance break-even analysis.

Inputs: \$[PRICE] home, [DOWN]% down, [RATE]% 30-year mortgage. Extra payments of \$100/\$200/\$300/month. Refi to [NEW RATE]% after 2 years with closing costs of 2/3/4/5%.

Constraints: Show your math clearly. This is educational, not financial advice.

End Result: Monthly P&I payment → Prepayment comparison table (months saved/interest saved) → Refi break-even table by closing cost scenario.

Why no Y: Pure math with a defined output structure. The AI has no judgment calls to make — just calculate and present.

How to create a prompt (4)

4) 🤖 Cold Feet, Warm Script

Persona: Act as an experienced buyer's agent who handles objections ethically and factually.

Request: Give me talk tracks for four common "wait to buy" objections, plus flag any I may have missed.

Inputs: Client is renting at \$[RENT]/month and wants to buy a \$[PRICE] home with [DOWN]% down.

Constraints: No guarantees about appreciation or rate drops. Stay factual and client centered.

End Result: Per objection: response script → 2 follow-up questions to ask the client → 1 "avoid saying this" warning. Add missed objections at the end.

Your Goal: Help me have an honest conversation that addresses my client's real concerns, so they feel confident making a decision.

Why Y: This prompt needs Y. Without it, the AI assumes you want a sales script. Add Y, and the AI understands your real goal — making the client feel heard and informed — which produces a completely different and more effective response.

NOTE: The labels like **Persona** are for you, not the AI. They keep you organized so you don't miss anything. Here's a prompt in natural language:

Act as an experienced buyer's agent who is an expert at reading floor plans. Analyze this floor plan and answer five questions: half-bath potential, unique features, vacation rental positioning, best furniture layout, and likely buyer questions with suggested responses. Use only the attached floor plan image. Keep advice practical for a showing. No structural engineering claims. Flag anything unclear from the image. Give numbered answers to each of the five questions, followed by a quick "before you walk in" prep summary.

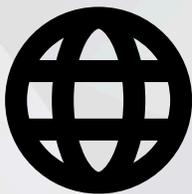
Contact Information

Questions? Comments? Typos or formatting issues?
Please reach out to us.



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