

# Plan2Pass Real Estate School LLC introduces our instructor

## MELISSA KESNER-FULTZ

REAL ESTATE EDUCATOR, MRP, ePro, SFR



Plan2Pass  
Real Estate School LLC



Melissa Kesner-Fultz has applied knowledge, ethics and passion to representing hundreds of real estate clients for over 20 years. She has been immersed in this business from childhood as the daughter of one of the industry's most seasoned agents. She is married to a former Marine and has made a long-standing commitment to our Military community. She is a member of The Hayden Team, a multi-million dollar and high unit volume sales team. She employs the same proven approach that benefits her clients to the classroom: time, attention, and clear guidance rooted in experience. Melissa's experience in the sales field brings life to her pre-licensing and continuing education instruction. Preparation and classroom engagement has sharpened her skills and efficiency as an added bonus to her clients and colleagues. Expect to experience a personable delivery, generous explanations and an unwavering goal of professionalism and competency when attending her classes:

### Pre-licensing Courses

Principles & Practices for Salespersons (60 hours)  
MD Broker Course contributor (135 hours)  
MD Law and Exam Prep classes

### Mandatory CE Classes

Brokerage Relationships - BRAD (3 hrs)  
Fair Housing Principles & Practices (1.5 hr)  
MD Ethics with Predatory Lending (3 hr)  
MREC Supervision (3 hrs)

### Elective CE Classes

\*Advertising, Anti-trust & Arbitration (3 hrs)  
Contract Addendum (3 hrs)  
Local Disclosures and Addenda (1.5 hr)  
MD REALTORS Contract Review (3 hrs)  
Residential Contract Update (1.5 hr)

\*Can count as category (A) Legislative Update

