

PLEASE NOTE: Numbers in BLUE are 2019 numbers



Good Morning.....

I wanted to take a moment and give you an update on our EDUCATION endeavors for 2020

From January 1 – June 30, we held (LIVE):

- 95 (130) Principles and Practices programs with 970 (1,242) students attending (we also had 2,176 (1,524) on-line students)
- 142 (304) classroom education classes that were approved for CE with 1,695 (3,504) students attending (we also had 3,216 (3,509) on-line students)

Virtual classes \*\*\* 117 (92) classes with 1,439 (1,339) students (pre-licensing and exam prep)

We added Virtual Career Seminars this year...  
18 seminars – 270 attendees

The above is in addition to any programs that were provided by you, in your normal course of business, or any IS provided programs

ALSO

this does not include any programs provide by our Career Development Department

It's another FANTASTIC learning year here at  
LONG & FOSTER  
where we continually provide support & education for  
OUR Business Partners.....

L&F agents **ARE** the  
**BEST EDUCATED**  
**BEST EQUIPPED**  
in the business!

As always.....any questions, please ask.

Stay healthy...  
nick