

PLEASE NOTE: Numbers in BLUE are 2020 numbers



**LONG & FOSTER<sup>®</sup>**  
**EDUCATION**  
Best-Trained,  
Best-Equipped Agents

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**Good Morning.....**

I wanted to take a moment and give you an update  
on our education endeavors for 2021

From January 1st – March 31st, we held (LIVE):

- 45 (65) Principles and Practices programs with 629 (616) students attending  
(we also had 1,114 (826) on-line students)
- 67 (139) education classes that were approved for CE with 1,225 (1,609) students  
attending  
(we also had 1,463 (1,599) on-line students)
- We held 73 virtual (with instructor) on-line exam reviews with 1,064 attending  
(AND another 367 on-line)
- Virtual Career Seminars - 25 held with 418 attendees

The above is in addition to any programs that were provided by the office manager, in the normal course of business, or  
any IS provided programs.

ALSO

This does not include any programs provide by  
our Professional 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.....