

CUTTING EDGE

Spring Extravaganza

Time to spring into your license renewal

COURSES

SDAR'S KEARNY MESA
SERVICE CENTER4845 Ronson Court
San Diego, CA 92111

(SEE SCHEDULE FOR CLASS TITLES & TIMES)

Instructors:

JOHN T. ALTMAN

ABR, CRS, CRB, SRS, SRES, CCIM

CHUCK PIRO

STEVE WILSON

RICK ALEXANDER

DANA BOOTH

AARON JOHNSON

This Course Qualifies for Your

PREPAID
Professional
Development
PASS

See Back Side

FIVE-DAY SESSION

March 24, 26, 28, 31 & April 2, 2014

8:00 am - 6:00 pm

Here's your opportunity to earn all of
your 45 renewal credits in just 5 days!All 5 mandatory courses including NAR's Ethics Course
Instructors who are tops in their fields
Discount for early-bird enrollment
Discount for taking all classes**TAKE ALL 5 MANDATORY COURSES FOR ONLY \$99**

(Ethics, Agency, Trust Fund, Risk Management, FHA/VA Loans)

\$84.15 for REALTOR® Plus

\$130 for All Others

YES, YOU CAN TAKE INDIVIDUAL COURSES

\$10/credit hour for SDAR REALTORS®

\$13/credit hour for All Others

(No REALTOR® Plus discount)

EARLY BIRD PRICE (ALL CLASSES) BY FEB 28:

\$168.30

REALTOR® Plus

\$198

SDAR MEMBERS

\$279

ALL OTHERS

PRICE AFTER FEBRUARY 28:

\$183.60 for REALTOR® Plus

\$216 for SDAR MEMBERS

\$297 for ALL OTHERS

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

_____ \$ _____

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX EXP. DATE AMOUNT

SIGNATURE _____

By signing, you are confirming that you have read, understand, and agree with our cancellation policy below.

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date. **CalBRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive CalBRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.

REGISTER: www.SDAR.com/educationCLASS ID:
140324EK

MEMBER # _____



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040

Spring 2014 Extravaganza Class Schedule

✓	TIME	CLASS	INSTRUCTOR	CREDITS	SPONSOR #
Monday, March 24					
	8:00 a.m. – 12:00 p.m.	Ethics *	John Altman, CCIM, CRS, ABR, SRES, CRB	4 ET	0282
	12:45 p.m. – 3:45 p.m.	Agency *	John Altman, CCIM, CRS, ABR, SRES, CRB	3 AG	0282
	4:00 p.m. – 6:00 p.m.	Raising Awareness: The Unregulated NHD Industry	Chuck Piro	2 CP	4114
Wednesday, March 26					
	8:00 a.m. – 11:00 a.m.	Trust Fund Handling*	Steve Wilson	3 TF	4920
	11:45 a.m. – 2:45 p.m.	Risk Management: Protecting Yourself and Representing Your Client *	Steve Wilson	3 RM	4920
	3:00 p.m. – 6:00 p.m.	Essential Concepts of C.A.R. Residential Purchase Agreement	Steve Wilson	3 CP	0282
Friday, March 28					
	8:00 a.m. – 11:00 a.m.	Open House Magic	John Altman, CCIM, CRS, ABR, SRES, CRB	3 CP	0282
	11:45 a.m. – 2:45 p.m.	Prospecting	John Altman, CCIM, CRS, ABR, SRES, CRB	3 CS	0282
	3:00 p.m. – 6:00 p.m.	Introduction to Commercial Brokerage	Rick Alexander	3 CP	0282
Monday, March 31					
	8:00 a.m. – 11:00 a.m.	Understanding Short Sales & REOs	Dana Booth	3 CP	4919
	11:45 a.m. – 2:45 p.m.	Understanding FHA/VA Distressed Property Options	Dana Booth	3 CS	4919
	3:00 p.m. – 6:00 p.m.	Home Renovation Loans	Dana Booth	3 CP	4919
Wednesday, April 2					
	8:00 a.m. – 11:00 a.m.	FHA/VA Loans: What Agents Need to Know*	Aaron Johnson	3 FH	4919
	11:45 a.m. – 2:45 p.m.	Understanding FICO & Managing Credit	Aaron Johnson	3 CS	4919
	3:00 p.m. – 6:00 p.m.	The Value of Listings Being Seen on Social Media	Aaron Johnson	3 CS	4919

*** Take all 5 mandatory courses for only \$99!** (REALTOR®Plus price: \$84.15) **Call (858) 715-8040 for more information.**

Individual Courses: \$10/credit hour for SDAR REALTORS® and \$13/credit hour for all others (REALTOR®Plus discount does not apply)

Early Bird Price for entire schedule by Feb. 28

REALTOR®Plus Members.....	\$168.30
SDAR REALTORS®	\$198
All Others	\$279

Price for entire schedule after Feb. 28

REALTOR®Plus Members.....	\$183.60
SDAR REALTORS®	\$216
All Others.....	\$297

CONTACT INFORMATION

CLASS ID: 140324EK

NAME _____ PHONE () _____

ADDRESS _____

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PAYMENT INFORMATION

<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="checkbox"/> CHECK	<input type="checkbox"/> VISA	<input type="checkbox"/> M/C
<input type="checkbox"/> DISCOVER	<input type="checkbox"/> AMEX	
EXP. DATE	AMOUNT	

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SAVE ON CLASSES ALL YEAR LONG!

Benefit from a Flat Rate for Education

Agent Essentials

Kick-start your real estate career! This program is perfect for new and seasoned agents to sharpen their skills.

- Includes 5 agent classes (\$200 value)
- Learn the fundamentals of:
 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales Techniques
 - Effective Communication
 - Escrow, Title and Lending

SDAR Members: \$150 Save \$50
Non Members: \$250 Save \$25

Continuing Education

Are you up for license renewal? Earn all of the continuing education (CE) units you need.

- Attend our Spring or Fall Extravaganza's (\$200 value)
-Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

SDAR Members: \$250 Save \$250
Non Members: \$500 Save \$250

Risk Management Specialist

Consumers want fast, easy transactions and contracts can take time and get messy.

Protect yourself and your transactions by becoming a Risk Management Specialist.

- Includes 22 classes, such as:
 - Conquering Contracts
 - When in Doubt... Disclose, Disclose, Disclose!
 - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

SDAR Members: \$700 Save \$470
Non Members: \$1,000 Save \$605

Designations & Certifications

Earn any of the following designations or certifications:

- ABR- Accredited Buyer Representative
- CID- Certified Condominium Specialist
- MRP- Military Relocation Specialist
- SRES- Seniors Real Estate Specialist
- SRS- Seller Representative Specialist
- SFR- Short Sale & Foreclosure Resource
- Earn up to 52 CE units

SDAR Members: \$1,000 Save \$265
Non Members: \$1,300

☐ Yes, sign me up for the Prepaid Professional Development Pass

Choose Your Pass:

☐ Agent Essentials

☐ Continuing Education

☐ Risk Management Specialist

☐ Designations & Certifications

Name: _____ Member #: _____ Phone: _____

Address : _____ E-mail: _____

Payment Information: ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx ☐ Check # _____

Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to SDAR: 4845 Ronson Court, San Diego, CA 92111 • Email: Education@SDAR.com • Fax: 858 715-8090

Disclaimer: Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.