

Seller Representative Specialist (SRS)



Location:

SDAR'S DEL MAR/SOLANA BEACH SERVICE CENTER
981 Lomas Santa Fe, Suite E, Solana Beach, CA 92075

REGISTER: www.SDAR.com/education

Instructor:

JOHN ALTMAN, CCIM, CRS, CRB, SRS

Also...

Be sure to see the back of this form for...



PREPAID
Professional Development PASS

TWO-DAY SESSION

Monday and Tuesday, August 19 and 20, 2013
9:00 am - 4:00 pm

This 2-day program focuses on providing REALTOR® practitioners with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment.

TOPICS COVERED

- Defining a target market for future business
- Eight successful short-sale elements
- Co-brokering with cooperating agent
- Listing strategies
- Identify types of inspections available
- Prepare for the seller counseling session
- Objectives of different types of open houses
- RESPA violations
- Demonstrate your value package
- Manual and e-methods for procuring listings
- Performance contingencies

DRE Credit: 12 Consumer Protection
DRE Sponsor #: 0282

***Not a NAR-recognized designation**

Cost includes complimentary membership for one year (\$99 value)
Already taken the SRS course? You may audit for \$119 (no DRE credit)

\$254.15
REALTOR® Plus

\$299
SDAR MEMBERS

\$399
ALL OTHERS



With approximately 12,000 members, the Greater San Diego Association of REALTORS® is the largest trade association in the county. Our members adhere to a code of ethics and professional standards above and beyond the norm. We help our members sell more homes. We help people realize the dream of homeownership. And we are dedicated to protecting private property rights.

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE _____ ZIP _____

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 (at right)

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

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. **DRE 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 DRE 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.