

# Fall Extravaganza

*Don't Fall Behind on Your License Renewal*



**Location:**

**SDAR'S KEARNY MESA SERVICE CENTER**

4845 Ronson Court, San Diego, CA 92111

**REGISTER:** [www.SDAR.com/education](http://www.SDAR.com/education)

**Instructor:**

**VARIOUS INSTRUCTORS**

**Also...**

The Fall Extravaganza classes are eligible for...



PREPAID

**Professional Development PASS**

## FIVE-DAY EXTRAVAGANZA

**September 16, 18, 20, 23, 25, 2013**

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 mandatory Ethics Course
- Instructors who are tops in their fields
- Special discounts for taking all classes
- Discount for early enrollment

**BRE Credit: 45 Credits**  
**BRE Sponsor #: 0282**

**PRICE AFTER AUGUST 30:**

\$183.60 for REALTOR®Plus  
\$216 for SDAR MEMBERS  
\$297 for ALL OTHERS

**TAKE ALL 5 MANDATORY COURSES FOR ONLY \$99**

(Agency, Ethics, Trust Fund, Fair Housing, Risk Management)

\$84.15 for REALTOR®Plus \$130 for All Others

**YES, YOU CAN TAKE INDIVIDUAL COURSES**

\$10 for SDAR REALTORS® \$13 for All Others

**EARLY BIRD PRICE BY AUGUST 30:**

**\$168.30**  
REALTOR®Plus

**\$198**  
SDAR MEMBERS

**\$279**  
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. **BRE 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 BRE 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.

# Fall 2013 Extravaganza Class Schedule

✓	TIME	CLASS	INSTRUCTOR	CREDITS	BRE SPONSOR #
<b>Monday, September 16</b>					
	8:00 a.m. – 12:00 p.m.	<b>Ethics *</b>	John Altman	<b>4 ET</b>	0282
	12:45 p.m. – 3:45 p.m.	<b>Agency *</b>	John Altman	<b>3 AG</b>	0282
	4:00 p.m. – 6:00 p.m.	Disclosure Issues Affecting Calif. R.E. Professionals	Chuck Piro	2CP	4114
<b>Wednesday, September 18</b>					
	8:00 a.m. – 11:00 a.m.	<b>Trust Fund Handling *</b>	Steve Wilson	<b>3 TF</b>	4920
	11:45 a.m. – 2:45 p.m.	<b>Risk Management: Protecting Yourself and Representing Your Client *</b>	Steve Wilson	<b>3 RM</b>	4920
	3:00 p.m. – 6:00 p.m.	1031 Tax Deferred Exchanges	Paul Spring	3 CP	3994
<b>Friday, September 20</b>					
	8:00 a.m. – 2:45 p.m.	Know Your Disclosures	Ed Estes	6 CP	0282
	3:00 p.m. – 6:00 p.m.	The California Residential Purchase Agreement (RPA-CA)	Ed Estes	3 CP	0282
<b>Monday, September 23</b>					
	8:00 a.m. – 11:00 a.m.	FHA & VA Distressed Property Options	Craig Martin	3 CP	4919
	11:45 a.m. – 2:45 p.m.	Understanding Short Sales & REOs	John Sway	3 CS	4919
	3:00 p.m. – 6:00 p.m.	Understanding FICO and Managing Credit	Craig Martin	3 CP	4919
<b>Wednesday, September 25</b>					
	8:00 a.m. – 11:00 a.m.	<b>FHA/VA Loans: What Agents Need to Know*</b>	Aaron Johnson	<b>3 FH</b>	4919
	11:45 a.m. – 2:45 p.m.	Home Renovation Loans	Tom Corzine	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 August 30

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

## Price for entire schedule after August 30

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

☐ **Sign me up for SDAR's entire Fall Extravaganza**

☐ **Sign me up for the classes selected above**

☐ **Yes, I have read the Cancellation Policy. Initial** \_\_\_\_\_

**Return this form or register at [www.sdar.com](http://www.sdar.com)**



Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ Home ☐ Office Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

**Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090**

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