

EDUCATION



COMMERCIAL SUCCESS LECTURE SERIES

COURSES

SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court
San Diego, CA 92111

INSTRUCTORS

VINCE PROVENZANO

President of Brokerage
Pacific Coast Commercial

MIKE LIPSEY

Internationally Renowned
Commercial Lecturer

UPCOMING DATES - **SEE BACK SIDE**

12:30 pm - 1:30 pm

SERIES TOPICS

- Selling by Phone
- Winning Presentations
- Leasing & Structuring Your Fee
- Team Brokerages
- How to Value
- Negotiating Tactics
- Tenant Representation

CLASSES HELD MONTHLY

(THROUGH APRIL 2015)

PRICES

INDIVIDUAL CLASSES

\$10

CRASD MEMBERS

\$25

ALL OTHERS

**REALTOR® Plus Members
YOUR FIRST CLASS IS FREE!**

FAST PASS

(all 12 classes)

\$75

SAVE MONEY!

REGISTER at www.SDAR.com/education or e-mail form to CRASD@sdar.com

☐ FAST PASS - \$75

☐ INDIVIDUAL CLASSES (indicate dates from back side) _____

CONTACT INFORMATION

☐ I AM A REALTOR® Plus MEMBER

CLASS ID:
1405CRASD

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.



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REGISTER ON OTHER SIDE

TOPICS & DATES

SDAR'S KEARNY MESA SERVICE CENTER

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ALL TIMES: 12:30 pm - 1:30 pm

Winning Presentation Series

The Process of Winning Presentations..... July 3, 2014

Special Tips for Presentations That Win.....August 7, 2014

Implementing a Skill Set for Presentations That Win.....September 4, 2014

Leasing & Structuring your Fee

Performance Leasing - *Win with Performance & Structuring Your Fee* October 2, 2014

Team Brokerages

Team Brokerage - *How to Work in Teams* November 6, 2014

How to Value

Valuation - *How to Value* December 4, 2014

Negotiating Tactics: Emotions & Contracts Series

Understanding Emotional States of Negotiations January 2015

Tactics in Negotiations February 2015

How to Negotiate Contractually March 2015

Tenant Representation

Tenant Representation - *Involvement & Useful Resources*April 2015

