

# CERTIFICATION / DESIGNATION

# Certified Condominium Specialist

## COURSES

## SDAR'S EAST COUNTY SERVICE CENTER

220 West Main Street  
El Cajon, CA 92020



**Instructors:**  
**BARRY ROSS, Esq.**  
The Real Estate Attorney™  
Mediation/ADR Specialist



**CANDY PEAK, CCS**  
Power Broker and  
Real Estate Investor

This Course Qualifies for Your



See Back Side

## ONE-DAY SESSION

Thursday, June 5, 2014  
8:30 am - 5:00 pm

Do you sell properties that are within a homeowners association, such as condos, townhomes, or planned developments? If so, then this course is for you.

Become a true condo-selling expert, and increase your professionalism and profit. You will earn the national Certified CID Specialist® / Certified Condominium Specialist® designation and capitalize on the fast-paced, lucrative field of condominium, planned development, and common interest development (CID) sales.

**CalBRE Credit:** 8 Consumer Protection  
**CalBRE Sponsor #:** 4889



## TOPICS COVERED

- Discuss what a CID or Community Association Development really is
- Learn how to prepare, show, and sell your condo listing more effectively
- Learn the legal red flags to watch out for as a condo-selling agent
- Learn how a CID's "financial health" can affect your listing
- Discuss statutory, disclosure and case law affecting CID ownership and fiduciary duties
- Learn about the latest financing updates including FHA financing for condominiums

**Course fee includes:** Course materials, plus breakfast AND lunch; and national networking opportunities.

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

### CONTACT INFORMATION

NAME \_\_\_\_\_ PHONE ( ) \_\_\_\_\_

ADDRESS \_\_\_\_\_ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP \_\_\_\_\_ E-MAIL \_\_\_\_\_

### PAYMENT INFORMATION

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☐ 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.

**\$92.65**  
REALTOR® Plus

**\$109**  
SDAR MEMBERS

**\$149**  
ALL OTHERS

**CLASS ID:**  
140605CE

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





# 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.