

# Converting Leads to Appointments



## 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:

**BRYAN M. YARBOR**

## Also...

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



PREPAID  
**Professional Development PASS**

## SINGLE SESSION

**Wednesday, August 7, 2013**

9:00 am - 12:30 pm

What if you could say all the right things all the time... would your real estate career be different? This course offers proven strategies to make an immediate impact on your real estate career.

### TOPICS COVERED

- Schedule quality appointments... every time
- Overcome objections
- Increase your business & productivity immediately
- Perfect your sales skills for maximum results
- Learn how to "thrive, not just survive" in a challenging real estate market

**About the Instructor:** Bryan M Yarbor has 28 years of real estate experience and is an "active" Top Producer for a leading San Diego real estate company. He consistently ranks in the top 2% nationally and has represented buyers and sellers in over 52 zip codes. In this challenging market, Bryan has closed over \$65 million since 2005.

**\$24.65**  
REALTOR® Plus

**\$29**  
SDAR MEMBERS

**\$40**  
ALL OTHERS



### CONTACT INFORMATION

NAME

PHONE ( )

ADDRESS

☐ HOME  
☐ OFFICE

CITY/STATE

ZIP

### 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 (at right)

MEMBER #



### RETURN TO:

**Greater San Diego Association of REALTORS®**  
4845 Ronson Court, San Diego, CA 92111  
[Education@sdar.com](mailto: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.