

CERTIFICATION / DESIGNATION

Broker Price Opinion Resource

COURSES

SDAR'S EAST COUNTY SERVICE CENTER

220 West Main Street
El Cajon, CA 92020



Instructor: GINNI FIELD

ABR, CRB, GRI, SRES, SFR

Ginni Field began her career in 1986 as a sales associate and was recruited to manage a branch in 1989. She served as president of the Greater Fairfield (CT) Association of REALTORS in 1997, and served terms as a C.A.R and NAR Director. At the national level, she has also served on NAR's Professional Development Committee.

This Course Qualifies for Your



See Back Side

ONE-DAY SESSION

Tuesday, March 18, 2014
9:00 am - 5:00 pm



Whether you are experienced at preparing broker price opinions or are new to the business, this brand-new course from NAR will provide you with the knowledge and skills to reduce your risk and increase your opportunities by creating professional and accurate BPOs.

TOPICS COVERED

- Objectives and Overview
- Multiple Uses of BPOs
- REALTORS® Property Resource (RPR)
- Other Factors Determining Market Value
- Valuation Terminology
- Company Policies & Risk Management
- Record Retention
- BPOs and CMAs... and much more

Counts as one REBAC elective course to be applied to the ABR designation

REGISTER: 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.

\$84.15
REALTOR® Plus

\$99
SDAR MEMBERS

\$119
ALL OTHERS

CLASS ID:
140318BE

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
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 - Escrow, Title and Lending

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- Attend our Spring or Fall Extravaganza's (\$200 value)
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- Free featured monthly class (\$300 value)
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- Earn up to 57 CE units

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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: _____

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Disclaimer: Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.