

# OCTOBER 2011 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	COMMITTEE MEETINGS
						1	7 Board of Directors 8:30 am – 12:00 pm
2	<b>New Member Orientation</b> 8:30 am – 3:00 pm (Kearny Mesa)  <b>FHA: It's Not Just for First-Time Home Buyers</b> 9:30 am – 11:00 am (Coronado)	3 <b>Real Estate Exchangers</b> 8:30 am – 11:00 am (Kearny Mesa) <b>HABA Short Sales</b> 9:00 am – 4:00 pm (East County) <b>Transaction Mgmt. Secrets</b> 9:00 am – 1:00 pm (South County)  <b>Free MLS Training (Day 1)</b> 9:15 am – 4:30 pm (Kearny Mesa)	4 <b>Get Acquainted with Other Contracts Beyond the RPA (Day 1)</b> 9:00 am – 3:00 pm (Kearny Mesa)  <b>East &amp; South County Pitch/Caravan</b> 9:00 am – 12:00 pm	5 <b>Get Acquainted with Other Contracts Beyond the RPA (Day 2)</b> 9:00 am – 3:00 pm (Kearny Mesa)	6	7 <b>One-Day Prep Course</b> 8:30 am – 5:00 pm (Kearny Mesa)	11 <b>CRABO Board Meeting</b> 3:00 pm – 5:00 pm
9	10	<b>Real Estate Exchangers</b> 8:30 am – 11:00 am (Kearny Mesa)  <b>A Broker's Platform to Success</b> 9:00 am – 4:00 pm (Del Mar)  <b>Free MLS Training (Day 2)</b> 9:15 am – 4:30 pm (Kearny Mesa)	11 <b>Fall Extravaganza (Day 1)</b> 8:00 am – 6:00 pm (Kearny Mesa)  <b>East &amp; South County Pitch/Caravan</b> 9:00 am – 12:00 pm  <b>East County Networking Mixer</b> 11:30 am – 1:00 pm	12 <b>Digital Ink - Digital Signatures</b> 9:00 am – 12:00 pm (Del Mar)  <b>zipForm® Online Lab</b> 9:30 am – 12:30 pm (Coronado)  <b>South County Networking Mixer</b> 11:30 am – 1:00 pm	13 <b>Fall Extravaganza (Day 2)</b> 8:00 am – 6:00 pm (Kearny Mesa)  <b>Networking &amp; Referral Systems</b> 9:00 am – 4:00 pm (Kearny Mesa)	14	15
16	<b>Fall Extravaganza (Day 3)</b> 8:00 am – 7:00 pm (Kearny Mesa)  <b>Property Management</b> 9:00 am – 11:00 am (Kearny Mesa)  <b>Understanding Permits &amp; Building Codes</b> 10:00 am – 1:00 pm (Coronado)	17 <b>Real Estate Exchangers</b> 8:30 am – 11:00 am (Kearny Mesa)	18 <b>Fall Extravaganza (Day 4)</b> 8:00 am – 6:00 pm (Kearny Mesa)  <b>East &amp; South County Pitch/Caravan</b> 9:00 am – 12:00 pm	19 <b>Tempo Tips &amp; Updates</b> 9:30 am – 11:00 am (Coronado)	20 <b>Fall Extravaganza (Day 5)</b> <b>Short Sales &amp; Foreclosures</b> 8:00 am – 5:00 pm (Kearny Mesa)	21	22
23	  <b>Everyday Heroes Golf Tournament and Dinner Benefiting SDAR's Ambassadors Foundation</b> 1:00 pm – 9:00 pm Riverwalk Golf Club, Mission Valley Visit <a href="http://www.sdar.com">www.sdar.com</a> for more info.	24 <b>Conquering Contracts (Day 1)</b> 8:30 am – 3:30 pm (Kearny Mesa)  <b>Real Estate Exchangers</b> 8:30 am – 11:00 am (Kearny Mesa)  <b>Real Estate: A Numbers and Stats Game</b> 9:30 am – 12:30 pm (Coronado)	25 <b>Conquering Contracts (Day 2)</b> 8:30 am – 5:00 pm (Kearny Mesa)  <b>East &amp; South County Pitch/Caravan</b> 9:00 am – 12:00 pm	26 <b>Conquering Contracts (Day 3)</b> 8:30 am – 1:30 pm (Kearny Mesa)  <b>zipForm® Online Lab</b> 9:00 am – 12:00 pm (Kearny Mesa)  <b>Pricing/CMA: The Power of "Sold"</b> 9:30 am – 12:30 pm (Coronado)	27 <b>GRI: Money Making Strategies for Success</b> 8:00 am – 5:00 pm (Kearny Mesa)	28	29
30	31						

All classes/events subject to change or cancellation.

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## 80% SPLITS

### BENEFITS:

- No Monthly Fees
- No Franchise Fees
- Work Full or Part time
- We Pay E&O
- Free-Agent Workstations
- Free Use of Conference Rooms
- No Mandatory Meetings or Floor Time
- Do Both Real Estate and Loans
- Get Compensated for Loans with an NMLS License

CALL US TODAY FOR MORE INFO OR TO SCHEDULE A CONFIDENTIAL APPOINTMENT

**Robert Schlesier**  
**858.688.2235**

Utopia Management our parent company is San Diego's Largest Management Company of Single Family Homes and Condos.

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