

# SDAR Education Schedule

Classes subject to change or cancellation.

Check [www.sdar.com](http://www.sdar.com) for current information.

LEGEND:   KEARNY MESA   SOUTH COUNTY   EAST COUNTY   DEL MAR   CORONADO

R-Plus = REALTOR® Plus+ price  
RMS = Risk Management Specialist price

OCT	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
17	Property Management: Challenges & Opportunities	9:00 am – 11:00 am	\$12.75	\$15	\$15	\$20	NA	Rick Snyder
17	Understanding Permits & Building Codes	10:00 am – 1:00 pm	\$24.65	\$24	\$29	\$39	NA	Jonathan Schneeweiss
20 & 21	The Commercial Success Series	9:00 am – 4:00 pm	\$159	\$159	\$159	\$199	NA	Chip Bonghi, George Monte, David Weinstein
20	Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
21	Short Sales & Foreclosures	8:00 am – 4:00 pm	\$84.15	\$99	\$99	\$119	8 CP	J. Alan Sappenfield
25-27	Conquering Contracts	Tue: 8:30 am – 3:30 pm Wed: 8:30 am – 5:00 pm Thur: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Rick Waite, Esq. Mike Spilger, Esq.
25	Real Estate: A Numbers & Stats Game	9:30 am – 12:30 pm	\$21.25	\$25	\$25	\$35	NA	John Altman
25	zipForm® 6 Templates	10:00 am – 12:00 pm	\$18.70	\$22	\$22	\$29	NA	Kevin Burke, JD
27	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
27	Pricing/CMA: The Power of "Sold"	9:30 am – 12:30 pm	\$21.25	\$25	\$25	\$35	NA	John Altman
28	What Every REALTOR® Needs to Know to be Successful	11:30 am – 11:00 pm	\$12.75	\$15	\$15	\$20	NA	Steve Gaddy
31	Microsoft Outlook: Work Smarter, Not Harder	9:00 am – 12:00 pm	\$20.40	\$24	\$24	\$32	NA	PJ Cochran
31	Prospecting	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	3 CS	John Altman
NOV	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
1	Real Estate: A Numbers & Stats Game	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	John Altman
1 & 2	Accredited Buyer Representative (ABR)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$325	12 CP	J. Alan Sappenfield
3	Short Sales: Legal Pitfalls	9:00 am – 12:00 pm	\$28.90	\$29	\$34	\$39	NA	Mike Spilger, Esq.
4	Know Your Disclosures	9:00 am – 4:00 pm	\$67.15	\$59	\$79	\$99	6 CP	Ed Estes, Esq.
7	Short Sales & Foreclosures (SFR)	8:00 am – 5:00 pm	\$84.15	\$99	\$99	\$198	8 CP	Ginni Field
7 & 8	Distressed Properties Professional (DPP)	Mon: 9:00 am – 5:00 pm Tue: 9:00 am – 2:00 pm	\$254.15	\$299	\$299	\$325	NA	Chris Wigley
8	Pricing/CMA: The Power of "Sold"	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$35	NA	John Altman
10	Red Flags: Natural Hazard, Title, Termite	9:00 pm – 1:00 pm	\$68.85	\$65	\$81	\$90	4 CP	Mike Spilger, Esq.
10	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
10	Solving the Mystery of Financing a Condo	1:30 pm – 3:30 pm	\$10	\$10	\$10	\$10	NA	Alisha Sirois
14	Understanding Short Sales & REOs in Today's Market	9:00 am – 12:00 pm	\$21.25	\$25	\$25	\$30	3 CS	Dana Booth
14	FHA for REALTORS®: What Agents Must Know	1:45 pm – 4:45 pm	\$20.40	\$24	\$24	\$32	3 FH	Dana Booth
17	How to Create a Business Plan	9:00 am – 11:00 am	\$16.15	\$19	\$19	\$39	NA	Rick Waite, Esq.
17	Tempo Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
18	Contract Essentials featuring the RPA	8:00 am – 5:00 pm	\$75.65	\$79	\$89	\$105	8 CP	Ed Estes, Esq.

For easy registration and more information, visit [www.sdar.com](http://www.sdar.com) or call (858) 715-8040



**Jonathan Jerotz**  
760.522.2298  
LO Lic. CA 00224988 - #13 8699  
NMLS ID: 207094



**Brian Kiczula**  
619.203.5938  
LO Lic. CA 00203867 - #13 8699  
NMLS ID: 208457

## Integrity Wisdom Results



**Chris Niland**  
774.245.7978  
LO Lic. CA 00226389 - #13 8699  
NMLS ID: 202862



**Tim Goldsberry**  
858.583.1891  
LO Lic. CA 00229811 - #13 8699  
NMLS ID: 207871

We guarantee it.

**Trent Annicharico**  
760.310.6008  
LO Lic. CA 00202094 - #13 8699  
NMLS ID: 208034



**Moose Mau**  
619.251.9776



**Lisa Thompson**  
760.803.9533  
LO Lic. CA 00202094 - #13 8699  
NMLS ID: 207094

4365 Executive Drive • Suite 550  
San Diego, CA • 92121 • 858.768.5980

EQUAL HOUSING LENDER  
CA - Licensed by the Department of Corporations under California Residential Mortgage Lending Act Lic #413-9699 • NMLS (Nationwide Mortgage Licensing System) ID 2011

## Don't Replace, REFINISH!

SAME DAY CURE PROCESS!  
We Never Charge An Occupied Unit Fee!  
Up Front Pricing, Never Surprise Charges!  
Quick Response Time 24 To 48 Hours!

**Cracks - Chips - Scratches  
Weak Bottom Reinforcement  
Rust - Tile Damage**

Always  
**FREE**  
Estimates

- Repair / Restore ALL Bath and Kitchen Surfaces
- Laminate / Formica Countertops Refinishing
- Expert Grouting & Caulking Service
- Clawfoot Bathtub Refinishing
- Tile Countertops Refinishing
- Pedestal Sink Refinishing
- Countertop ReColoring
- Wall Tile Reglazing
- Countertop Repair
- Tub Showers
- Shower Stall
- Porcelain Tubs
- Bathroom Tiles
- Sink Bowls
- Bathroom Vanity Top
- Kitchen Countertops
- Kitchen Sinks
- Formica

## CALL: 800-516-7299

YOU'VE TRIED THE REST, NOW TRY THE BEST!

Visit Us Online At:  
[www.3in1Refinishing.com](http://www.3in1Refinishing.com)  
For A Complete List Of  
ALL OUR SERVICES!

Mention Code  
**SDAR10** For 10%  
Off Entire Order



**3in1**  
BATHTUB & KITCHEN  
REFINISHING COMPANY  
Lic. #791035

Proud Member of The 

SDAR - SAN DIEGO ASSOCIATION OF REALTORS®  
The Trusted Voice of San Diego Real Estate