

CERTIFICATION /
DESIGNATIONMilitary Relocation
Professional

COURSES

SDAR'S KEARNY MESA
SERVICE CENTER4845 Ronson Court
San Diego, CA 92111**Instructor:**
ALAN SAPPENFIELD

SFR, ABR, ABRM, PMN, SRES, AWHQ, CRB

Sappenfield is broker/owner of a real estate brokerage and has his own brokerage consulting firm. He developed his teaching skills in the U.S. Navy and now teaches for the institutes, societies, and councils of the National Association of REALTORS®. He is pleased to share his knowledge and experience to help REALTORS® better serve their clients.

This Course Qualifies for Your



See Back Side

ONE-DAY SESSION

Thursday, May 22, 2014
9:00 am - 5:00 pmNATIONAL
ASSOCIATION of
REALTORS®
Official Certification

Learn how to provide the real estate services - at any stage in the service member's military career - that meet the needs of this niche market and win future referrals. Hone in your knowledge and skills for working with active duty military buyers and sellers, as well as, veterans with NAR's Military Relocation Professional Certification.

TOPICS COVERED

- Steps and process of a Permanent Change of Station (PCS)
- Impact of PCS on housing choices and the timing of the transaction
- Steps in the VA home loan process
- VA eligibility and entitlement
- VA financing and guarantee
- VA funding fees and closing costs
- Seller closing - seller concessions
- Sale with VA mortgage assumption
- VA Compromise (Short) Sale
- ... and more!

NOTE: Completion of two 1-hour supplemental webinars and application to NAR also required for certification. Visit www.MilitaryRelocationPro.org

REGISTER: www.SDAR.com/education

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

 \$
☐ 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.

\$106.25
REALTOR® Plus**\$125**
SDAR MEMBERS**\$155**
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140522MR

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RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
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The Trusted Voice of San Diego Real Estate



SAVE ON CLASSES ALL YEAR LONG!

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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)
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 - Business Planning & Goal Setting
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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

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☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

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