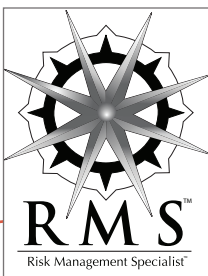


Pricing a Property and the Rules of Marketing


Location:
SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court, San Diego, CA 92111

Instructor:
JACQUELINE OLIVER, ESQ.
REGISTER: www.SDAR.com/education

Also...

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TWO-DAY SESSION

Thursday, September 12 9:00 am - 1:00 pm
Monday, September 23 1:00 pm - 4:00 pm

Discover the pitfalls of pricing a house incorrectly, as well as how to properly research the market, provide the right "comps," understand the use of pricing, marketing, & variable compensation. Learn how the Code of Ethics, Sandicor's Rules and Regulations, and real estate law governed by the BRE all affect your marketing and advertising.

TOPICS COVERED

- Preparing for the listing presentation
- Governing authority
- California law
- Variable compensation
- Advertising other REALTORS®' listings
- Procuring cause
- False or misleading advertising and representations

BRE Credit: 7 Consumer Protection (pending)
BRE Sponsor #: 0282

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With approximately 12,000 members, the Greater San Diego Association of REALTORS® is the largest trade association in the county. Our members adhere to a code of ethics and professional standards above and beyond the norm. We help our members sell more homes. We help people realize the dream of homeownership. And we are dedicated to protecting private property rights.

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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)

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RETURN TO:

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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. **BRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive BRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.