

# NEW AGENT BOOT CAMP

## JUMP START YOUR CAREER!



In the year 2013, it is critical that career real estate agents focus on the "business of the business of selling real estate." Thus, without question a professional business real estate agent must develop a full 12-month Time Management Calendar and Annual Budget, so as to enhance their earnings and business development.

### TOPICS COVERED

- Capturing, converting & closing FSBOs
- Time management
- Annual budgeting
- PLAN 2012 (Prospecting, Leads, Appointments, Negotiate Contracts)
- Generating CMAs ... and much more

### PROFESSIONAL ADVANTAGE

- Increase your productivity
- Close more transactions
- Learn time management & annual budgeting

☐ **Yes, sign me up for Agent Boot Camp: Jump Start Your Career!**

☐ **Yes, I have read the Cancellation Policy. Initial** \_\_\_\_\_

Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ Home ☐ Office Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

**Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090**



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.

•Jan082013•

### LOCATION

#### KEARNY MESA SERVICE CENTER

**Instructor:** Patrick Alexander, J.D.

**Wednesday, Mar. 6, 2013**

#### Time:

9:00 a.m. – 3:30 p.m.

#### Check In:

15 minutes prior to start

#### Location:

SDAR's KEARNY MESA SERVICE CENTER  
4845 Ronson Court, San Diego, CA 92111

#### Price:

RMS and REALTOR® Plus .....FREE (must register)  
SDAR REALTORS® .....\$15  
All Others ..... \$50

#### LUNCH PROVIDED

**"I guarantee you that you will come away from this full-day seminar informed, motivated, and with an understanding of what it takes to be in the business of the business of selling real estate in 2013."**

**PATRICK ALEXANDER, J.D.**  
**USA College of Real Estate**

**Register online [www.sdar.com](http://www.sdar.com)**



# PREPAID PROFESSIONAL DEVELOPMENT PASS



From the Agent Boot Camp, to professional designations such as ABR and SRS, to cutting-edge training, SDAR has your professional development needs covered. Gain access to online and live classes available now through our convenient Prepaid Professional Development Pass.

- ◆ Valuable cost saving options available
- ◆ Select and attend classes throughout the year
- ◆ Prepaid passes make great gifts for colleagues
- ◆ Tax deductions may be taken for educational purchases\*



\*Consult your tax advisor for full disclosure on available tax deductions.

## SDAR provides professional development classes to help you:

- ◆ Become a stronger negotiator
- ◆ Earn additional designations
- ◆ Mitigate risk
- ◆ Stay informed on industry trends
- ◆ Stay current on technology

Select from several options to best meet your professional development needs & maximize savings:

### ☐ Introduction

**Cost \$75** (\$125 Value)

Save \$50 - (40% savings)

### ☐ Premier

**Cost \$300**

Unlimited classes

(excludes designations classes)

**LEARN MORE:**  
**[sdar.com/edpass](http://sdar.com/edpass)**

### ☐ Essentials

**Cost \$150** (\$275 Value)

Save \$125 - (55% savings)

### ☐ Exclusive

**Cost \$500**

Unlimited classes

(including designation classes)

ABR, SRES, SRS & SFR

Average cost for one designation class is \$299. Four designation classes equal a \$1,196 value. (59% savings) - Plus all additional classes

**Yes, please sign me up for the Prepaid Professional Development Pass option checked above.**

Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ Home ☐ Office Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

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