

Prospecting:

The skills, tools, and determination to make it work


Location:

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

REGISTER: www.SDAR.com/education

Instructor:

John Altman, CCIM, CRS, CRB, SRS

Also...

Be sure to see the back of this form for...



PREPAID

Professional Development PASS

SINGLE SESSION

Wednesday, May 15

9:00 am - 12:00 pm

Prospecting done right can actually be fun and can have a huge impact on your revenue. It doesn't take a suit of armor and great courage to deal with the fear of rejection during prospecting. Just keep an open mind to challenge the old school of sales and the myths of prospecting.

Sales is a contact sport, and prospecting for new business is the name of the game! Are you ready to play?

TOPICS COVERED

- Getting started
- Determining who the best prospects are
- Knowing where to find the prospects
- Knowing what to say
- Meeting goals and problem solving
- Dealing with rejection

If you have taken SDAR's Prospecting class anytime in the past 12 months, you may audit this class for \$15. (NO DRE CREDIT)

**DRE Credit: 4 Consumer Service
DRE Sponsor #: 0282**

\$21.25
REALTOR® Plus

\$25
SDAR MEMBERS

\$39
ALL OTHERS



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.

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE _____ ZIP _____

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 (at right)

MEMBER # _____


RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Membership@sdar.com
Fax: (858) 715-8090 | Phone: (858) 715-8000

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. **DRE 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 DRE 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.