

AT KEARNY MESA SERVICE CENTER
**SELLER REPRESENTATIVE
SPECIALIST**
Designation Course



This 2-day program focuses on providing REALTOR® practitioners with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment.

TOPICS COVERED IN THIS COURSE

- Defining a target market for future business
- Objectives of different types of open houses
- Eight successful short-sale elements
- RESPA violations
- Co-brokering with cooperating agent
- Demonstrate your value package
- Listing strategies
- Manual and e-methods for procuring listings
- Identify all types of inspections available to your client
- Performance contingencies
- Prepare for the seller counseling session

NOTE: SRS is not a NAR-recognized designation.

Already taken the SRS course? You may audit for \$119 (no DRE credit)

**LOCATION
KEARNY MESA SERVICE CENTER**

Instructor: John Altman, CCIM, CRS, CRB, SRS

**Thursday and Friday,
January 24 & 25, 2013**

Time: 9:00 a.m. – 4:00 p.m.

Check In: 15 minutes prior to start

Location:

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

Prices:

REALTOR® Plus Members\$254.15
SDAR REALTORS®\$299
All Others\$349

(50% deposit reserves your seat)

Credit: 12 Consumer Protection

Sponsor #: 0282

Lunch: Provided by SDAR

Cost includes complimentary membership for one year (\$99 value). For a limited time only, there are no elective course requirements.

Register online www.sdar.com

Earn 12 Consumer Protection Credits !

☐ **Yes, sign me up for Seller Representative Specialist**

☐ Yes, I have read the Cancellation Policy. Initial _____

☐ I am paying 50% deposit now to reserve my seat. I understand balance is due prior to Oct. 10.

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

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

cancellation/Refund 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 the cancellation is received at least three (3) business days prior. SDAR reserves the right to cancel or reschedule this seminar if needed. 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 RE 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.

