

RISK MANAGEMENT

Due Diligence Certified
Designation - DDC®

COURSES

SDAR'S KEARNY MESA
SERVICE CENTER4845 Ronson Court
San Diego, CA 92111Instructor:
Leonard P. Baron

MBA, CPA

Leonard P. Baron is a longtime residential investment real estate owner and commercial investment consultant. He also is a sought-after speaker for real estate conferences and guest lecturer at universities.

This Course Qualifies for Your



See Back Side

ONE DAY - TWO SESSIONS

Thursday, January 30, 2014

SESSION 1: 9:00 am - 12:00 pm

SESSION 2: 1:00 pm - 4:00 pm

SESSION 1 TOPICS

- Due Diligence
- Purchasing Process
- Rental Property Cash Flows
- Rent vs. Own
- Non-MLS Transactions
- Mortgage Financing
- Income and Property Taxes
- IRA Investing - Self Directed

SESSION 2 TOPICS

- Homeowners Associations
- Home Inspections
- Property Insurance
- Title Insurance and Escrow
- LLCs and Trusts
- Managing Rentals
- Fixing and Flipping
- Apartment Buildings & Vacation Rentals
- Valuation of Property

***DDC® DESIGNATION** – You will be publicly listed on the website of the National Institute for Real Estate Due Diligence so potential new clients can find you – DueDiligenceInstitute.org. Taking both classes provides you the designation and one-year membership to the institute.

REGISTER: www.SDAR.com/education

TAKE BOTH SESSIONS FOR A DISCOUNTED PRICE!

\$50.15 REALTOR® Plus

\$59 SDAR MEMBERS

\$79 ALL OTHERS

☐ BOTH SESSIONS ☐ SESSION 1 ONLY ☐ SESSION 2 ONLY**\$29.75** EACH
REALTOR® Plus**\$35** EACH
SDAR MEMBERS**\$45** EACH
ALL OTHERSCLASS ID:
140130GK

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX

EXP. DATE

AMOUNT

MEMBER #



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040



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.



SAVE ON CLASSES ALL YEAR LONG!

Benefit from a Flat Rate for Education

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)
- Learn the fundamentals of:
 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales Techniques
 - Effective Communication
 - Escrow, Title and Lending

SDAR Members: \$150 Save \$50
Non Members: \$250 Save \$25

Continuing Education

Are you up for license renewal? Earn all of the continuing education (CE) units you need.

- Attend our Spring or Fall Extravaganza's (\$200 value)
-Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

SDAR Members: \$250 Save \$250
Non Members: \$500 Save \$250

Risk Management Specialist

Consumers want fast, easy transactions and contracts can take time and get messy.

Protect yourself and your transactions by becoming a Risk Management Specialist.

- Includes 22 classes, such as:
 - Conquering Contracts
 - When in Doubt... Disclose, Disclose, Disclose!
 - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

SDAR Members: \$700 Save \$470
Non Members: \$1,000 Save \$605

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

SDAR Members: \$1,000 Save \$265
Non Members: \$1,300

☐ **Yes, sign me up for the Prepaid Professional Development Pass**

Choose Your Pass:

☐ **Agent Essentials**

☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

Name: _____ Member #: _____ Phone: _____

Address : _____ E-mail: _____

Payment Information: ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx ☐ Check # _____

Card#: _____ Exp: _____

Amount: _____ Signature: _____

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