



AT KEARNY MESA SERVICE CENTER

SPRING EXTRAVAGANZA

Time to spring into your license renewal!

EARN ALL OF YOUR 45 RENEWAL CREDITS IN JUST FIVE DAYS...

- All five mandatory courses **including NAR's Mandatory Ethics Course**
- Instructors who are tops in their fields
- Special discounts for taking all classes
- Discounts for early enrollment

Dates: March 18, 20, 22, 25, 27

Times: 8:00 a.m. — 6:00 p.m.

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

Credits: 45 DRE renewal credits

Prices: Early Bird Price by March 1:

REALTOR®Plus	\$168.30
SDAR REALTORS®	\$198
All Others	\$279

Price after March 1:

REALTOR®Plus	\$183.60
SDAR REALTORS®	\$216
All Others	\$297



Yes... you can take individual classes!

Take all 5 mandatory courses for only \$99!*

(Agency, Ethics, Trust Fund, Fair Housing, Risk Management)

Call (858) 715-8040 for more information.

*REALTOR®Plus price for 5 mandatory courses = \$84.15
All Others: \$130

Return this form or register at www.sdar.com

☐ **Yes, sign me up for SDAR's Spring Extravaganza**

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

Name: _____ Member #: _____ Phone: _____

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

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

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.

Spring 2013 Extravaganza Class Schedule

✓	TIME	CLASS	INSTRUCTOR	CREDITS	DRE SPONSOR #
Monday, March 18					
	8:00 a.m. – 11:00 a.m.	Understanding FICO & Managing Credit	John Riley	3 CP	4919
	11:45 a.m. – 2:45 p.m.	The Value of Listings Being Seen on Social Media	John Riley	3 CS	4919
	3:00 p.m. – 6:00 p.m.	Understanding Short Sales & REOs	John Riley	3 CS	4919
Wednesday, March 20					
	8:00 a.m. – 11:00 a.m.	FHA/VA Loans: What Agents Need to Know*	Aaron Johnson	3 FH	4919
	11:45 a.m. – 2:45 p.m.	Understanding FHA/VA Distressed Property Options	Aaron Johnson	3 CP	4919
	3:00 p.m. – 6:00 p.m.	The Purchase Reverse Mortgage	Michael Banner	3 CP	5006
Friday, March 22					
	8:00 a.m. – 11:00 a.m.	Trust Fund *	Steve Wilson	3 TF	4920
	11:45 a.m. – 2:45 p.m.	Agency *	Steve Wilson	3 AG	4920
	3:00 p.m. – 6:00 p.m.	Risk Management: Protecting Yourself and Representing Your Client *	Steve Wilson	3 RM	4920
Monday, March 25					
	8:00 a.m. – 11:00 a.m.	Prospecting: The First Step to Succeeding at Real Estate in California	John Altman, CCIM, CRS, ABR, SRES, CRB	3 CS	0282
	11:45 a.m. – 2:45 p.m.	Open House Magic	John Altman, CCIM, CRS, ABR, SRES, CRB	3 CP	0282
	3:00 p.m. – 6:00 p.m.	Real Estate Counseling	Joel Carlson, GRI, CREC	3 CP	0282
Wednesday, March 27					
	8:00 a.m. – 12:00 p.m.	Ethics *	John Altman, CCIM, CRS, ABR, SRES, CRB	4 ET	0282
	12:45 p.m. – 3:45 p.m.	Homeowners Associations 101	Joel Carlson, GRI, CREC	3 CS	0282
	4:00 p.m. – 6:00 p.m.	Disclosure Issues Affecting Calif. R.E. Professionals	Chuck Piro	2 CP	3994

*** Take all 5 mandatory courses for only \$99!** (REALTOR®Plus price: \$84.15) **Call (858) 715-8040 for more information.**

Individual Courses: \$10 credit hour for SDAR REALTORS® and \$13 credit hour for all others (REALTOR®Plus discount does not apply)

Early Bird Price for entire schedule by Mar. 1

REALTOR®Plus Members.....\$168.30
 SDAR REALTORS®\$198
 All Others.....\$279

Price for entire schedule after Mar. 1

REALTOR®Plus Members.....\$183.60
 SDAR REALTORS®\$216
 All Others.....\$297

☐ Sign me up for SDAR's entire Spring Extravaganza

☐ Sign me up for the classes selected above

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

Return this form or register at www.sdar.com

Name: _____ Member #: _____ Phone: _____

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

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

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.

•Mar122013•