

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

PROFESSIONAL ADVANTAGE

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

LOCATION

KEARNY MESA SERVICE CENTER

Instructor: Patrick Alexander, J.D.

Wednesday, May 8, 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

☐ **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: _____

☐ 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.

