

CUTTING EDGE

Prospecting:

The skills, tools, and determination to make it work

COURSES

SDAR'S KEARNY MESA
SERVICE CENTER4845 Ronson Court
San Diego, CA 92111Instructor:
JOHN T. ALTMAN

ABR, CRS, CRB, SRS, SRES, CCIM

John Altman is the owner of JT Altman & Associates and a licensed broker with more than 30 years of real estate experience. He is the founder and president of "The RE Coaching Company," focusing on the training and coaching of both experienced and newer agents.

This Course Qualifies for Your



See Back Side

SINGLE SESSION

Tuesday, October 21, 2014
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; 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

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\$21.25
REALTOR® Plus

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RETURN TO:

Greater San Diego Association of REALTORS®
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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
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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: _____

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