

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

### PROFESSIONAL ADVANTAGE

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

### LOCATION

#### KEARNY MESA SERVICE CENTER

**Instructor:** Patrick Alexander, J.D.

**Wednesday, Jan. 9, 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](http://www.sdar.com)

☐ **Yes, sign me up for Agent Boot Camp: Jump Start Your Career!**

☐ Yes, I have read the Cancellation Policy. Initial \_\_\_\_\_

**SEATS ARE LIMITED  
REGISTER NOW!**

Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ Home ☐ Office Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

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.

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