

# HOW TO START & OPERATE A REAL ESTATE BROKERAGE

**Thinking about opening your own real estate business?**



**Find out if you are ready to be  
THE BOSS!**

## TOPICS COVERED

- Licensing
- Hiring & Termination
- Broker / Salesperson agreements
- Licensing revocation issues
- Trust Logs and record maintenance
- Broker supervision
- Commissions and Antitrust laws

## PROFESSIONAL ADVANTAGE

- Understanding the DRE requirements
- Knowing where to find answers to your questions
- Local laws - DBA, business licenses and other business laws

## LOCATION

### KEARNY MESA SERVICE CENTER

#### Instructor:

Jonathan Schneeweiss, JD, LLM

**Tuesday, Jan. 29, 2013**

**Time:** 9:00 a.m. – 12:00 p.m.

**Check In:** 15 minutes prior to start

#### Location:

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

#### Prices:

REALTOR® *Plus* Members ..... \$24.65  
SDAR REALTORS® ..... \$29  
All Others ..... \$39

**Jonathan Schneeweiss** is Broker & President of Schneeweiss Properties, a residential and commercial real estate brokerage firm specializing in short sales, condominium conversions, PUDs, management, leasing, commercial and industrial properties throughout San Diego and Riverside Counties.

**Return this form or register at [www.sdar.com](http://www.sdar.com)**

☐ **Yes, sign me up for How to Start & Operating a Real Estate Brokerage**

☐ **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: \_\_\_\_\_



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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.



# PREPAID PROFESSIONAL DEVELOPMENT PASS



From the Agent Boot Camp, to professional designations such as ABR and SRS, to cutting-edge training, SDAR has your professional development needs covered. Gain access to online and live classes available now through our convenient Prepaid Professional Development Pass.

- ◆ Valuable cost saving options available
- ◆ Select and attend classes throughout the year
- ◆ Prepaid passes make great gifts for colleagues
- ◆ Tax deductions may be taken for educational purchases\*



\*Consult your tax advisor for full disclosure on available tax deductions.

## SDAR provides professional development classes to help you:

- ◆ Become a stronger negotiator
- ◆ Earn additional designations
- ◆ Mitigate risk
- ◆ Stay informed on industry trends
- ◆ Stay current on technology

Select from several options to best meet your professional development needs & maximize savings:

### ☐ Introduction

**Cost \$75** (\$125 Value)

Save \$50 - (40% savings)

### ☐ Premier

**Cost \$300**

Unlimited classes

(excludes designations classes)

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[sdar.com/edpass](http://sdar.com/edpass)

### ☐ Essentials

**Cost \$150** (\$275 Value)

Save \$125 - (55% savings)

### ☐ Exclusive

**Cost \$500**

Unlimited classes

(including designation classes)

ABR, SRES, SRS & SFR

Average cost for one designation class is \$299. Four designation classes equal a \$1,196 value. (59% savings) - Plus all additional classes

**Yes, please sign me up for the Prepaid Professional Development Pass option checked above.**

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

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

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

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