

CERTIFICATION / DESIGNATION

Military Relocation Professional

COURSES

SDAR'S SOUTH COUNTY SERVICE CENTER

884 Eastlake Parkway, Suite 1629
Chula Vista, CA 91914



Instructor: GINNI FIELD

CNE, ABR, CRB, GRI, SRES, SFR

Ginni Field began her career in 1986 as a sales associate and was recruited to manage a branch in 1989. She served as president of the Greater Fairfield (CT) Association of REALTORS in 1997, and served terms as a C.A.R and NAR Director. At the national level, she has also served on NAR's Professional Development Committee.

This Course Qualifies for Your



See Back Side

ONE-DAY SESSION

Tuesday, September 30, 2014
9:00 am - 5:00 pm

Learn how to provide the real estate services - at any stage in the service member's military career - that meet the needs of this niche market and win future referrals. Hone in your knowledge and skills for working with active duty military buyers and sellers, as well as, veterans with NAR's Military Relocation Professional Certification.

TOPICS COVERED

- Steps and process of a Permanent Change of Station (PCS)
- Impact of PCS on housing choices and the timing of the transaction
- Steps in the VA home loan process
- VA eligibility and entitlement
- VA financing and guarantee
- VA funding fees and closing costs
- Seller closing - seller concessions
- Sale with VA mortgage assumption
- VA Compromise (Short) Sale
- ... and more!

NOTE: Completion of two 1-hour supplemental webinars and application to NAR also required for certification.
Visit www.MilitaryRelocationPro.org



REGISTER: www.SDAR.com/education

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

_____ \$ _____

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX EXP. DATE AMOUNT

SIGNATURE

By signing, you are confirming that you have read, understand, and agree with our cancellation policy below.

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.

\$106.25
REALTOR® Plus

\$125
SDAR MEMBERS

\$155
ALL OTHERS

CLASS ID:
140930MR

MEMBER # _____



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040





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
Non Members: \$500 Save \$250

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: _____

Address : _____ E-mail: _____

Payment Information: ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx ☐ Check # _____

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Amount: _____ Signature: _____

Return to SDAR: 4845 Ronson Court, San Diego, CA 92111 • Email: Education@SDAR.com • Fax: 858 715-8090

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