

NEW AGENT PATH

A Guide to Success in Real Estate - *Make the Most of Your First Year!*



TAKE THESE COURSES

AGENT ESSENTIALS - A 5-day Agent Training Series

- Day 1 - **Goal Setting and Business Planning:** Building a Business Plan Around Your Goals
- Day 2 - **Strategic Planning:** Building a Business Model that Works
- Day 3 - **Real Estate Sales:** Techniques to Attract and Engage Buyers and Sellers
- Day 4 - **Effective Communication:** Learn the Language of Real Estate Sales and How to Reduce Risk
- Day 5 - **Panel on Escrow, Title and Lending:** What Every Agent Needs to Know

Save \$50 by using the Prepaid Pass!

PROSPECTING & OPEN HOUSE MAGIC - Boost your sales skills! Learn how to prospect for new leads and hold successful Open Houses.

BUILD YOUR NETWORK!

EVENTS

Get noticed in your local REALTOR® community. SDAR hosts over 55 events each year.

COMMITTEE EVENTS

Young Professionals Network

- **Thirsty Thursdays** - Casual monthly Happy Hour mixers
- **Educational Panels** - Mingle with local professionals as you learn about new industry trends

SIGNATURE EVENTS

- The San Diego County REALTOR® Expo & Conference
- Regional Real Estate Summit
- Annual Golf Tournament
- Holiday House Charity Drive

CAREER EVENTS

- **Discover Your Path** - Strengthen your career by specializing in lucrative market segments.

For Upcoming Events: SDAR.com/events



TAKE THESE COURSES



USE YOUR MEMBER TOOLS & PERKS

SDAR offers several discounted and complimentary business & marketing tools. Including:

REALTOR® Dash

Access all of your REALTOR® tools with your MLS sign-on. Login at SDAR.com/realtordash.

Google Apps for Business

Collaborate with your team anytime from anywhere. The web apps include a custom domain for your business.

FastSTATS

Get up-to-date statistics on the local housing market. Easily custom brand each report!

Agent AKA Videos

Star in your own discounted marketing video!

zipForms® 6 & Free Local Forms

Automate the forms required for any real estate transaction.

2 Free PC/Mac Repairs

Let us handle your computer fixes.

For More Visit: SDAR.com/tools

GET TRAINED ON YOUR REAL ESTATE TOOLS

PARAGON MLS TRAINING - Get hands-on training on the new Paragon MLS listing service and all of its exciting features.

ZIPFORM® 6 HANDS-ON LAB - zipForm® 6 is a complimentary real estate forms software that lets you move quickly through documents and transactions, while reducing your risk.

CONQUER YOUR CONTRACTS

CONTRACT ESSENTIALS & THE CA RESIDENTIAL PURCHASE AGREEMENT - Learn about the four basic real estate contract agreements from a real estate broker/attorney.

UNDERSTANDING THE RPA & LISTING OR BUYING - Dive deeper into real estate contracts in this intensive hands-on course.

PROTECT YOUR CLIENTS & STRENGTHEN YOUR TRANSACTIONS

WHEN IN DOUBT, DISCLOSE! - Potential buyers must be told all material facts about the condition of a property. This course outlines the numerous disclosure forms from C.A.R. and SDAR. Reduce your risk by taking this course.

NEGOTIATIONS - Learn through hands-on sessions with a professional mediator how to effectively communicate and negotiate better offers and counteroffers to buyers and sellers agents.

See the Full Schedule of Classes at: SDAR.com/education

WE'RE HERE TO HELP YOU SUCCEED!

If you have any questions, please contact us:

Membership Department: Membership@SDAR.com (858) 715-8040

Education Department: Education@SDAR.com (858) 705-8000

