



## DISTRESSED PROPERTIES PROFESSIONAL

**(DPP Designation – not NAR recognized)**

Distressed Properties Professional is a 2-day real estate designation course that shows you the latest methods and insights in the world of Short Sales, Foreclosures, REOs and Auctions. The course also provides the information you will need to be even more successful in today's market than most agents were in a traditional market!

### Topics Covered:

- How to calculate the probability of a Short Sale
- Understanding Short Sales - basic to advanced
- How to successfully close a Short Sale
- How to market yourself for a Short Sale listing
- How to become an REO/Foreclosure listing agent
- Understanding Auction Properties
- Requirements of representing a client at Auction

### More Information:

[www.DistressedPropertiesProfessional.com](http://www.DistressedPropertiesProfessional.com)

**Instructor:** Chris Wigley, DPP, CREI

### Dates:

Monday and Tuesday, November 7 and 8

### Times:

Nov. 7: 9:00 am – 5:00 pm  
Nov. 8: 9:00 am – 2:00 pm  
(Lunch provided both days)

### Location:

SDAR's South County Service Center  
884 Eastlake Pkwy., Suite 1629  
Chula Vista, CA 91914

### Prices:

REALTOR® Plus+ Members..... \$254.15  
SDAR REALTORS®.....\$299  
All Others.....\$325

Register at [www.sdar.com](http://www.sdar.com) or call (858) 715-8040.

## STATISTICS & PRICING: THE KEYS TO INCREASING YOUR INCOME

**ATTEND BOTH CLASSES FOR A DISCOUNT!**

**Instructor:** John Altman,  
CCIM, CRS, ABR, SRES, CRB

### REAL ESTATE: A NUMBERS & STATS GAME

Learn how to find the statistics, evaluate them, and use them to empower your business. Gain an understanding of Geo/CMA, Mkt/CMA, Trend/CMA, plus how and when to use them.

- Learn how to find the statistics for YOUR market
- Track "hot spots" in the market for you & your client
- Use statistics to increase your business income
- Evaluate trends and master "niche" marketing

### Dates, Times, and Locations:

**Tuesday, October 25, 9:30 am – 12:30 pm**

SDAR Coronado Service Center  
1000 Orange Avenue, 2nd Floor  
Coronado, CA 92118

**Tuesday, November 1, 9:00 am – 12:00 pm**

SDAR Del Mar Service Center  
2690 Via De La Valle, Suite D130  
Del Mar, CA 92014

### PRICING/CMA: THE POWER OF "SOLD"

Pricing/CMA is new and powerful! The new Fannie Mae/Freddie Mac guidelines for HVCC require real estate agents to begin using modern technology and techniques for greater accuracy and greater benefits.

- Learn why you should stop doing "free" CMAs
- Learn techniques to get better pricing without entering into a bidding war
- Learn techniques for more aggressive marketing and getting "price reductions," when necessary

### Dates, Times, and Locations:

**Thursday, October 27, 9:30 am – 12:30 pm**

SDAR Coronado Service Center  
1000 Orange Avenue, 2nd Floor  
Coronado, CA 92118

**Tuesday, November 8, 9:00 am – 12:00 pm**

SDAR Del Mar Service Center  
2690 Via De La Valle, Suite D130  
Del Mar, CA 92014

### Prices (both classes):

#### BOTH Classes

REALTOR® Plus+ Members..... \$34  
SDAR REALTORS®.....\$49  
All Others.....\$70

### Prices (individual classes):

REALTOR® Plus+ Members..... \$21.25  
SDAR REALTORS®.....\$25  
All Others.....\$35

If you have taken either of SDAR's Statistics & Pricing classes anytime during 2011, you may audit the same class for \$10. Register at [www.sdar.com](http://www.sdar.com) or call (858) 715-8040.

## Your home deserves the best!

Truly Nolen keeps your home protected from pest and termite invasions year round by offering a variety of service options designed for your home's unique needs. Services include:

- ✓ **Four Seasons Pest Control** - Addresses pest behavior from season-to-season, providing the best and most proactive protection for the whole home.
- ✓ **Total Termite Protection** - A zoned approach, designed to protect your entire structure against all termite species.

**We also offer Wood Infestation Reports for home sales and refinance!**

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**\*\$100 OFF TERMITE CONTROL**  
\*Applicable to new annual service contract.

**\*\$35 OFF PEST CONTROL**  
\*Applicable to new annual service contract.

**\*\$25 OFF HILLER BEE CONTROL**  
\*Applicable to new bee removal service contract.

