

Cooperation

A Risk Management "Brown Bag" Seminar



Location:

SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court, San Diego, CA 92111

REGISTER: www.SDAR.com/education

Instructors:

Leona Kline

Bring a bag lunch...
SDAR provides chips and drinks



SINGLE SESSION

Friday, July 19, 2013

12:00 pm - 1:30 pm

How does failure to cooperate impact the market and your bottom line?

In this seller's market, buyers and their agents are frustrated by the limited inventory, multiple offers, and rising interest rates. At this "brown bag" seminar, learn how to cope with the challenges of pocket listings, double-ended deals, and non-communicating listing agents.

TOPICS COVERED

- How do we cooperate in a seller's market?
- Pathways to professionalism
- Article 3 of the Code of Ethics
- Business practices and MLS rules
- Who benefits from cooperation? Who loses without it?
- Private listing clubs – the new challenge
- Impact on property values
- Beyond the all-cash offer

Free

RMS Members (w/registration)

\$10

SDAR MEMBERS

\$20

ALL OTHERS

With approximately 12,000 members, the Greater San Diego Association of REALTORS® is the largest trade association in the county. Our members adhere to a code of ethics and professional standards above and beyond the norm. We help our members sell more homes. We help people realize the dream of homeownership. And we are dedicated to protecting private property rights.

CONTACT INFORMATION

NAME

PHONE ()

ADDRESS

☐ HOME
☐ OFFICE

CITY/STATE

ZIP

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 (at right)

MEMBER #



RETURN TO:

Greater San Diego Association of REALTORS®
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Membership@sdar.com

Fax: (858) 715-8090 | Phone: (858) 715-8040

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.