

CUTTING EDGE

Facing the Challenge...

Maintaining personal and professional effectiveness through changing times

COURSES

**LOCATION: REALTOR® EXPO
SAN DIEGO CONVENTION CENTER**

 2nd Floor, Room 7a
 111 West Harbor Drive
 San Diego, CA 92101

**Instructor:
RAPHAEL NATALE**

FOUNDER OF AUTHENTIC TECHNOLOGIES

Raphael Natale is an award-winning speaker, author, and the founder of Authentic Technologies, a nationwide human resource development and training firm dedicated to accelerating productivity and growth for individuals. He pioneered the "Core Balance Model," a transformational model of human behavior and motivation.

Learn More About



See Back Side

ONE-DAY SESSION AT THE EXPO

Friday, April 11, 2014

9:00 am - 4:30 pm (please arrive 15 minutes prior to start time)

FACING THE CHALLENGE is a unique program unlike any you have been exposed to before. It is experiential in nature and addresses the barriers each of us has when confronted by change or circumstances which we individually find painful or threatening and keep us from achieving our goals.

These circumstances are different for each person. The reason most programs are only partially successful is that they work on basic problems in the classroom and ignore the real work, which is taking the lessons and applying them on the job, at times when the going may be tougher.

COURSE GOALS

- Build strong long-term relationships both personally and in business
- Increase clarity and focus of direction in your life
- Become a person who gets things done
- Understand what's stopping you from realizing your potential
- Accelerate your progress toward your goals as you turn off fear driven behaviors
- Reduce the time spent on automatic reaction to people and events
- Transform self-defeating emotions into positive, productive ones

CalBRE Credit: 5 Consumer Service
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FREE MIXER FOLLOWS AT THE EXPO

\$21.25

REALTOR® Plus

\$25

SDAR MEMBERS

\$35

ALL OTHERS

CLASS ID:
140411FC

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. **CalBRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive CalBRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.

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)
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 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales Techniques
 - Effective Communication
 - Escrow, Title and Lending

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- Free featured monthly class (\$300 value)
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- Earn up to 57 CE units

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 - Conquering Contracts
 - When in Doubt... Disclose, Disclose, Disclose!
 - 26 Ways to Avoid Lawsuits
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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
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☐ **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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Disclaimer: Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.