

SACRAMENTO ASSOCIATION OF REALTORS®

RETI



REAL ESTATE TRAINING INSTITUTE

SERIES

Spring 2012

FEATURES

-  Courses designed for new or returning agents
 -  15 great educational sessions
 -  Taught by seasoned SAR Members
 -  Only \$99 for the series if you pay by March 15; \$110 after
 -  \$15 per class - Fax form to 922-4103
- Broker Tuition Card may be used

SPRING SCHEDULE

- | | | |
|-----------------|-------------------------------------|---|
| March 30 | 9:00 - 10:30am
10:45am - 1:00pm | The Real Estate Process & How to Profit w/ RETI - Dean Rinker, Keller Williams
Strategic Business Planning - Jeff Jurach, Lyon Real Estate |
| April 6 | 9:00am - 1:00pm | Ethics - David Tanner, Hanson Law Firm |
| April 13 | 9:00am - 1:00pm | Avoiding the Pitfalls of the RPA - Deniece Ross-Francom, BHG, Mason McDuffie RE |
| April 20 | 9:00am - 1:00pm | Listing Agreements and Disclosures - David Tanner, Hanson Law Firm |
| April 27 | 9:00 - 10:55am
11:10 - 1:00pm | Structural Pest Control & Home Inspections - David Lovenvirth, Lovenvirth Realty
Life of an Escrow - Ted Evangel, Placer Title Co. |
| May 4 | 9:00am - 1:00pm | Financing Programs - Bob Willett, Jr., Eagle Home Mortgage |
| May 11 | 9:00am - 1:00pm | Lead Generating Through Marketing and Networking - Carol Kellogg, Lyon Real Estate |
| May 18 | 9:00 - 10:15am
10:30am - 1:00pm | Turning Your Open House into \$\$\$ - Brian McMartin, BHG, Mason McDuffie RE
Natural Hazard Disclosures - TBD |
| June 1 | 9:00am - 1:00pm | Presenting Offers - Patrick Woods, Keller Williams |
| June 8 | 9:00 - 11:00am
11:15am - 12:30pm | Marketing to Investors & 1031 Exchanges - Bill Angove, Asset Preservation, Inc.,
Trends of the Market - Panel of Top Producers |

REGISTRATION FORM PLEASE PRINT

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For more info, call 437-1210

Register online at <http://ims.sacrealtor.org> or fax to 916-922-4103

NAME _____

COMPANY _____

ADDRESS _____

PHONE _____

EMAIL _____

I wish to register for the full series

I wish to register for the following classes at \$15/each _____

METHOD OF PAYMENT: (Please check one)

VISA MASTERCARD CHECK AMOUNT ENCLOSED: \$ _____
(MAKE CHECK TO SAR)

AMEX DISCOVER 3- OR 4-DIGIT CREDIT CARD SECURITY CODE: _____
(THIS CODE IS OFTEN FOUND ON THE BACK OF YOUR CARD)

ACCOUNT NAME _____

ACCOUNT NUMBER _____

SIGNATURE _____

EXPIRATION DATE _____