



# Mega Open Houses

## with Brent Gove

**Thursday, September 5 | 9:30 - 11:30am | SAR Mack Powell Event Center**



**Instructor:**  
**BRENT GOVE**

Brent Gove has been successfully selling real estate in the Sacramento area since 1997. He also hosts a radio show on KFBK each weekend.

**You will learn:**

- How open houses are a great way to get started and build your database
- Techniques for getting lots of leads
- 7 Buyer Strategies that work
- How to master lead generation
- The importance of follow up with buyers and sellers
- “The Magic Move”
- How to stay safe during an open house
- How to attract 30-50 guests to every open house
- The exact working to convert lookie-loos to buyers

**Cost:**

\$10 (REALTORS®) if paid by 9/3  
\$20 paid after 9/3  
\$15 (Non-REALTORS®) if paid by 9/3  
\$25 paid after 9/3

**Questions:**

[ims.sacrealtor.org](http://ims.sacrealtor.org) or complete back side  
Marcus - 916.437.1210



# Registration Form

## MEGA Open Houses

**Thurs., Sept. 5 | 9:30 - 11:30am**

TO REGISTER ONLINE, VISIT [HTTPS://IMS.SACREALTOR.ORG](https://ims.sacrealtor.org)

OR you may fax form to 916-779-3945 or scan and email to [marroyo@sacrealtor.org](mailto:marroyo@sacrealtor.org) or mail to SAR, 2003 Howe Ave., Sacramento, CA 95825

NAME

COMPANY

EMAIL

PHONE

Credit  Check AMOUNT PAID \$ \_\_\_\_\_

SAR Member  Yes  No

ACCOUNT NAME

ACCOUNT NUMBER

EXPIRATION DATE

SECURITY CODE

SIGNATURE

### CANCELLATION POLICY:

All registrants must cancel at least 48 hours in advance to receive refund (Illness, accident or death in the family excluded).



\*Pay only \$16.25 (early-bird fee) with an SAR Education Club Card Tier III



This class counts toward SAR's ACE Award. For details, visit <https://sacrealtor.org/ace-award>

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### DISCLAIMERS

Any photos taken during the course of the event may be used for future advertising or posted on social media. If you do not wish your photo to be published, please inform the Association.

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