

**SPECIAL
DISCOUNT**

~~\$179~~ \$99
for full series

SAR

SAR **bt**i **BROKER
TRAINING
INSTITUTE**

*SAR's premier educational series
for new or aspiring brokers.*

Fridays in March - May

**9:00am - 12noon (times may vary)
SAR Mack Powell Event Center**

\$99 - full series | \$20 - individual class

Registration information on reverse side.

Questions: 916.437.1210

Taking You from Here to There

Agent

Broker

DAY
1

Broadening your Scope

Fri., March 29 | 9:00am - 12noon
Various presenters

You will hear from brokers who specialize in different aspects of real estate including residential, mortgage, property management and commercial real estate. Learn the requirements, responsibilities and satisfying aspects of their jobs. You will also receive important information about E&O insurance.

DAY
2

Hiring & Training High Producing, Ethical Agents

Fri., April 5 | 9:30am - 12:30pm
Ginni Fields, National speaker/Coach

Learn the best ways to recruit quality agents, how to build your team and what interview questions to ask. Determine how to train and coach your agents to reach success.

DAY
3

Running a Brokerage from a Legal Perspective

Fri., April 12 | 9:00am - 1:00pm
Dave Tanner, Esq.

There are many legal risks to running a brokerage. Learn about the federal, state and local regulations you need to know in order to stay in compliance, including RESPA, trust fund handling, licensing, sign ordinances and advertising.

DAY
4

Making Your Office DRE Compliant

Fri., April 19 | 9:00am - 12noon
Tricia Parkhurst, DRE | Paula Swayne, SAR

Do you know what is required in the area of record maintenance? What is considered "reasonable supervision" as a broker? Where do you find DRE's Broker Compliance Evaluation Manual? Learn all this and more from a CalDRE representative and a broker who can explain how she makes her office DRE compliant.

DAY
5

Building your Business through Sales and Marketing

Fri., April 26 | 9:00 - 12noon
Todd Sumney

Explore creative and affordable ways to advertise and brand your company, strategies for addressing market trends, and the importance of making a marketing plan. You'll also learn techniques for effective lead generation.

DAY
6

Panel of Successful Brokers

Fri., May 3 | 9:00 - 12noon
Various presenters

Successful local brokers explain how they built their businesses while addressing student questions and discussing key issues facing the Sacramento real estate market. They will also describe how to run a successful real estate business.

DAY
7

What Business Structure is Best for You?

Fri., May 10 | 9:00 - 12noon
Keith Dunnagan, Esq.

Discover the differences between the general partnership, limited partnerships, and corporations and also look at how professionals are now using a blend of partnerships and corporate entities to manage and operate their businesses.

DAY
8

Running a Successful Brokerage

Fri., May 17 | 9:00 - 12noon
Jillian Anderson

Learn how to create a core group around you, how to grow your brokerage, develop an environment that is collaborative, and the 21 economic fundamentals.

WELLS
FARGO

HOME
MORTGAGE

Thank you to our
BTI Sponsor



SAR's premier educational series for new or aspiring brokers.

Registration Form

Cost for series: \$99 (Members) \$110 (Non-members) if paid by March 27

Cost for individual class: \$20 (Members) \$30 (Non-members)

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 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

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i am registering for...

Full Series

Day 1 Day 5

Day 2 Day 6

Day 3 Day 7

Day 4 Day 8



Pay only **\$24.75** for the full series by purchasing an **SAR Education Club Card - Tier III**



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