



New SAR Members receive
25% Discount
(Join date as of September '18)

GET RETI

JUMP START YOUR CAREER

Get RETI for your new real estate career or update your skills by attending SAR's premier educational series designed for new or returning agents. Learn from some of the area's most knowledgeable real estate professionals while networking with your peers.

Series Dates:

Begins Friday, Sept. 20

See full schedule on reverse side

Cost (if paid by 9/18):

Full series: \$120 Per class: \$25

Full series (new SAR members) \$90



1

**Real Estate: Living the Dream & Profiting from It
Tips to Make Your Business Life Easier**

2

Presenting Offers | Buyer Consultation & Pitfalls

3

Legal Aspects of Listing Agreements

4

Lead Generation

5

Essential Disclosures

6

zipForm® and DocuSign®

7

Understanding the RPA

8

Time Mastery for REALTORS®

See more details on reverse side

RETI 2019

REAL ESTATE TRAINING INSTITUTE

Save 75%
with SAR's Education Club Card



DAY 1 Real Estate: Living the Dream & Profiting from It

September 20 | 9:00 - 10:30am | Dean Rinker

Overview of the real estate process, what you will learn in the series, and how to be a passionate, positive REALTOR®.

DAY 2 Presenting Offers

September 27 | 9:00 - 10:45am | Rachel Thoene

Stop losing buyers to your competition, increase your confidence by learning how to write offers and getting them accepted. Decrease negligent misrepresentation lawsuits.

DAY 3 Legal Aspects of Listing Agreements

October 4 | 9:00am - 1:00pm | Dave Tanner

The elements required to make a list agreement valid, how to select the right agreement for a specific situation, other forms to be used with listing contracts

DAY 5 Essential Disclosures

October 18 | 9:00am - 1:00pm | Theresa Gorham

Review the most utilized disclosures, learn how to complete disclosures and discover the latest disclosures

DAY 7 Understanding the RPA

November 8 | 9:00am - 1:00pm | Dave Tanner

Learn how to complete and present the RPA to buyers and sellers. General timelines of a standard offer.

Tips to Making Your Business Life Easier

September 20 | 10:45 - 12:15pm | Paula Swayne

Things you should live with and those you shouldn't, common courtesies, the image you should project.

Buyer Consultation and Pitfalls

September 27 | 11:00am - 1:00pm | Aria Salehpour

Learn how to create value to earn your buyers' commitment and show why buyers should work with you.

DAY 4 Lead Generation

October 11 | 9:00am - 1:00pm | Joey Satariano

Affordable techniques for generating leads, improving profitability

DAY 6 zipForm and DocuSign

October 25 | 9:00am - 12noon | Elisabeth Morgan

Overview of the various functions of zipForm® Plus, accessing the forms library and how to use DocuSign.

DAY 8 Time Mastery for REALTORS®

November 15 | 9:00am - 1:00pm | Michael Lee

Time saving techniques, latest theories on multi-tasking, beating burnout, staying focused

REGISTRATION FORM

RETI 2019

NAME

EMAIL

I am registering for full series: Member - \$120 if paid by 9/18; \$130 after _____ Full series: Non-REALTOR - \$130 if paid by 9/18; \$140 after _____

Full series as a new member - \$90 if paid by 9/18; \$100 after _____ Individual classes: \$25/ea ___ Day 1; ___ 2; ___ 3; ___ 4; ___ 5; ___ 6; ___ 7; ___ 8

METHOD OF PAYMENT: (Please check one) VISA MASTERCARD AMEX DISCOVER CHECK (MAKE CHECK TO SAR) AMOUNT ENCLOSED: \$ _____

ACCOUNT NAME

ACCOUNT NUMBER

SIGNATURE

EXPIRATION DATE

SECURITY CODE