



Mastering the Real Estate Game

24 Hour CE Series - 3 hrs each

Beginning May 5, 2010

May 5, 6, 8, 15, 17, 19

Each Course

\$30 WGBOR Members • \$35 Others

Real Estate School of West Georgia

School Facts

The Real Estate School of West Georgia is a service of the West Georgia Board of REALTORS®. GREC School Code: 5633, expiration December 2011.

- ◆ Contact Debbie Dart for more information
- ◆ 8486 Bowden St. - Douglasville, GA
- ◆ 770-949-9966 - Fax 770-949-1903 - wgbor@earthlink.net



Joe Kennedy, ABR, ASR, CBR, C-CREC

Joe Kennedy, your instructor, has been involved in real estate education since 1977. Through his 28 year career in real estate, he has served as director of several of Georgia's more prominent real estate education providers. Joe is a Past President of the Georgia Real Estate Educator's Association, as well as the past Region 5 Vice President of the National Real Estate Educator's Association. Joe remains active in both his real estate practice and in education. He firmly believes that one must be active in the industry to become not only an effective educator, but an effective mentor.

ENROLL	TIME	NAME / COURSE HIGHLIGHTS
<input type="checkbox"/> 5-5	6 pm - 9 pm	The Entrepreneurial Mindset for Today's Market » Characteristics of the Successful Agent » Generalist vs. Specialist » Meeting the Challenges of Today's Market » Identifying Your Market
<input type="checkbox"/> 5-6	6 pm - 9 pm	Agency...You Decide! After All...It's What We Do! » Making Agency Work for You! » Disclosure...it's the Law » The Importance Committed Clients
<input type="checkbox"/> 5-8	9 am - 12 noon	Where Do You Shop? It's About Inventory! » Understanding the Listing Process » Markets for Salable Listings » Managing Your Income with Saleable Listings
<input type="checkbox"/> 5-8	1 pm - 4 pm	In Pursuit of the Saleable Listing » Demonstration verses Presentation » The 2 Step...Not the Dance! » The Seller Counseling Session » Preparing for the Listing Appointment » Pricing Effectively
<input type="checkbox"/> 5-15	9 am - 12 noon	Without Buyers...There Are No Closings! » Understanding the Needs of Today's Buyer » Markets for Finding Qualified Buyers » Identifying Your Level of Buyer Services
<input type="checkbox"/> 5-15	1 pm - 4 pm	Committed Buyers Equal Commission Checks » Managing and Positioning the Buyer's Offer » The Buyer Counseling Session » Comparing & Contrasting "Dating vs. Engagement" » Demonstrating the Value of Your Buyer Agency Service
<input type="checkbox"/> 5-17	6 pm - 9 pm	Short Sales & Foreclosures: Unique Opportunities » Options for Distressed Homeowners » Foreclosure and It's Ramifications » Understanding the Components of a Short Sale Package » Financial Benefits Requires Patience and Hard Work!
<input type="checkbox"/> 5-19	6 pm - 9 pm	GAR 2010 Contracts: What You Don't Know May Be Costly » Proper Use & Management of Exhibits » Counter-Offer Forms – Friend or Foe? » Writing Special Stipulations...Could it Result in Arrest!! » When all Else Fails – Termination and Release Process » Let's Get Paid! Writing Enforceable Contracts

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ENROLL TODAY. Space will be reserved upon tuition and application being received. **SUBMIT ENTIRE PAGE.**
 Mail enrollments to: West Georgia Board of REALTORS® - 8486 Bowden St. - Douglasville, GA 30135 - Fax 770-949-1903

Postlicense/CE • Beginning 5-5-2010

WGBOR MEMBER NON-MEMBER

R.E. LICENSE NAME _____

R.E. LICENSE # _____ E-MAIL _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PERSONAL PHONE _____ WORK PHONE _____

VISA MC DISC. CARD# _____ EXP. DATE _____

AMOUNT OF PAYMENT _____ SIGNATURE _____ DATE _____