



*Postlicense with Insight toward Running A Successful Business!*

# Mastering the Real Estate Game

## 25 Hour Postlicense Evenings/Saturdays

**Beginning March 16, 2010** • March 16, 17, 18, 20, 23, 27 • School Exam: March 30  
**Evenings 6 - 9:00 pm • Saturdays 9 - 4:00 pm**  
**\$145 WGBOR Members • \$165 Others**  
**Real Estate School of West Georgia**

### Mastering the Real Estate Game

- ◆ The Entrepreneurial Mindset for Today's Market
- ◆ Agency...You Decide! After all... It's What We Do!!
- ◆ Where Do You Shop? It's About Inventory! (Seller Agency)
- ◆ In Pursuit of the Saleable Listing! (Demonstrating Your Value)
- ◆ Without Buyers...There Are No Closings! (Buyer Agency)
- ◆ Committed Buyers Equals Commission Checks!
- ◆ Short Sales and Foreclosures – Unique Opportunities!
- ◆ 2010 GAR Contracts - What You Don't Know May Be Costly!

### Accreditation

The course satisfies the 25-hour requirement of the Georgia Real Estate Commission, to be taken within the 1st year of earning your real estate license. Courses can also be used as 24-hours of Continuing Education credit and you are not required to take the final exam.

### 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.

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**ENROLL TODAY.** Space will be reserved upon tuition and application being received.

Mail enrollments to: West Georgia Board of REALTORS® - 8486 Bowden St. - Douglasville, GA 30135 - Fax 770-949-1903  
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### Postlicense • 3-16-2010

R.E. LICENSE NAME \_\_\_\_\_ DATE OF BIRTH \_\_\_\_\_ SOCIAL SECURITY# \_\_\_\_\_

R.E. LICENSE # \_\_\_\_\_ E-MAIL \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

WORK PHONE \_\_\_\_\_ HOME PHONE \_\_\_\_\_

VISA  MC  AMEX  DISC. CARD# \_\_\_\_\_ EXP. DATE \_\_\_\_\_

AMOUNT OF PAYMENT \_\_\_\_\_ SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_