



Specialize with the Seller Designation Nationally Known and Sought After

REVAMPED FOR 2010 AND BEYOND!

Accredited Seller's Representative®

August 24 & 27, 2010

9:00 am - 4:30 pm

12 hrs. Real Estate CE • ~~\$245~~ **\$175**

Real Estate School of West Georgia

SUMMER SPECIAL

Course & 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

Click & Register: www.RealEstateSchoolofWestGeorgia.com

What is the ASR® Designation?

In recent years, the educational arm of the real estate industry has placed great emphasis on effective buyer representation in brokerage transactions. While this has been an extremely positive change in our industry, very little academic emphasis has been placed on enhancing the skill set needed to effectively meet the demands of today's seller. This course, and the efforts of our organization, the Seller Agency Council, will focus on enhancing the professional skills needed to provide true "value added" service to today's seller.

Highlights

- ◆ Meeting and Exceeding Expectations of Today's Seller.
- ◆ Identifying and Delivering "Value-Added Service" to the Seller.
- ◆ Effectively Pricing Property in a Highly Competitive Environment.
- ◆ Results Oriented Marketing.
- ◆ Negotiating in the Best Interest of the Seller.
- ◆ Contract Provisions to Protect Today's Seller.
- ◆ Personal Marketing Strategies to Position the Seller's Agent as a Market Area Specialist.

GAR Scholarship

The ASR® designation has been approved by the Georgia Association of REALTORS® as a state specific designation and is eligible for tuition reimbursement through the GAR Scholarship Foundation. The ASR® designation is not presently recognized as a National Association of REALTORS® designation. However, no designation will be awarded or renewed by SAC without proof of membership in good standing with NAR.

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 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

Accredited Seller's Representative • 8-24/27-2010

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 _____