



**IMPORTANT...PLEASE CIRCULATE
THIS INFORMATION TO
EVERYONE IN YOUR OFFICE**

St. Joseph Regional Association of REALTORS®
& the SJRAR Education Committee
proudly present

Seller Representative Specialist Course

Thursday and Friday, June 4 & 5, 2009

Instructor: Bruce Ayd

8:30 am - 5:00 pm - Both Days

Tiffany Greens Golf Club

6100 NW Tiffany Springs Parkway, Kansas City, MO

THIS CLASS PROVIDES 9 HOURS OF MISSOURI ELECTIVE CE



COURSE HIGHLIGHTS

- SRS two-day course, covering marketing, prospecting, listing, CMA's, staging, and more.
- Describe key elements of a business plan to generate listing business.
- Identify methods sellers use to find a listing agent.
- Assess the viability of listing a property.
- SRS is the premiere seller agency designation, conferred by the SRS Council, recognizing real estate professionals who have completed special education in seller representation.

SRS DESIGNATION INFO.

The SRS is a designation awarded by the SRS Council, LLP. Successful completion of this course entitles the student entrance into one of the fastest growing specialty arenas, providing strategic tools that secure a competitive advantage. This 2 days program focuses on providing the REALTOR® practitioner with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing models, office policies, field issues in processing the transaction, legal and Code ramifications to representing sellers in today's changing environment.

CLASS TUITION & HOURS

\$275 early bird registration (through Thursday, May 21, 2009, at 5:00 pm)
\$300 regular registration
Non-member registration \$300

Includes materials, exam, first year annual SRS membership (\$99 value) for those students qualifying for membership, and 9 hours of CE credit.

Registration will begin at 8:00 am. All classes are from 8:30 am - 5:00 pm You MUST be on time and present for the entire seminar to receive CE credit.

THERE WILL BE NO CREDIT IF YOU ARE LATE

SJRAR school policy defines an instructional hour as sixty minutes. Cancellation policy will apply. Contact Claire Perry at 816-233-9009 ext. 6 or claire@stjoerealtor.com for more information or for help registering. Please send registration forms along with a form of payment. Please enclose a check or credit card details. We will NOT bill/charge office for CE classes.

\$50 Shirley Chafen Scholarships will be available to SJRAR members. They will be issued on a first come first serve basis.

Please email claire@stjoerealtor.com to apply for scholarships.

LICENSEE NAME _____ LICENSE # _____

(First) (Middle Initial) (Last)

LICENSEE ADDRESS _____ CITY _____ STATE _____ ZIP _____

LICENSEE PHONE # _____ EMAIL _____

(CIRCLE ONE) CHECK VISA MA/CARD C.CARD # _____ EXP _____

AMOUNT OF PAYMENT \$ _____ SIGNATURE _____ DATE _____

Cancellations will be accepted through Wed., May 27th, at full refund. After May 27th, no refunds will be provided.

REGISTRATIONS WILL NOT BE ACCEPTED WITHOUT PAYMENT. FORMS MAY BE FAXED TO 816-232-4554 OR EMAILED TO CLAIRE@STJOEREALTOR.COM