

An amazing member value, the Success Series is designed to teach agents beyond the pre-licensing manual. It is a guide to getting street smart. The six, 3.5 hour sessions are a business building how-to.

Aimed primarily for newer agents, it also reinforces the basics for seasoned agents to increase productivity.

The instructors are respected FAAR members who are eager to share their knowledge and experiences.

starts September 18

_____Monday, October 9, 9:30-12:30
Welcome from Chip Taylor
Open houses, Safety, MRIS basics with Kevin McGrath 9:45-11
Basics of doing rentals with Dawn Josemans 11-12:30

_____Monday, October 16, 9:30–12:30
Business Building and Prospecting tips from Mark Geslock
Learn the 7 numbers that REALLY matter for success!

_____Monday, October 23, 9:30-1:30
Contracts with Michele Freemyers! 4 full hours of tips and tricks to draft and negotiate an effective contract.

_____Monday, October 30 10:00-1:30
New Home Construction Field Trip - Location TBD

_____Monday, November 6, 9:00–1:00
Finance for REALTORS®: qualifying clients, and loan programs available with Tanner Mulvihill 9-11
Mock Settlement with Philip Blake from 11-1

_____Monday, November 13, 9:30—1:30
How to do CMA's, listing agent paperwork with Sarah Stelmok
Closing with Chip Taylor
Graduation!

Sponsored by Bayfield HOME LOANS LLC

Registration required. **Class Fee** **Members** ___**$25/module**__**$75/entire series**
Non-members__**$35/module**__**$100/entire series**

PHR Professional Honor Role +5 Education

REGISTER ONLINE — faarmembers.com/calendar and login to our registration system.
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

Name_____Company_____
Phone_____Email_____Total ($)_____
Credit Card #_____CVC_____EXP. Date_____
Billing Address_____
Authorized Signature_____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

FAAR ACADEMY

2ND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD., FREDERICKSBURG, VA 22401