

THE REALTOR® SUCCESS SERIES

NEW or EXPERIENCED
GET THE STREET SMARTS TO BUILD YOUR BUSINESS!

20 hours of education & practical advice for only \$60!

The Success Series is designed to teach agents beyond the pre-licensing manual, this series is a guide to getting street smart.

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 17

Monday, September 17, 9am-12pm

Welcome from Chip Taylor "Business Blueprint, Database Management, Time Management"
Market Statistics, Safety, MRIS basics with Kevin McGrath

Monday, September 24, 9am-1pm

Deb Ellis presents prospecting A to Z and Matthew Rathbun shares marketing tips for a shoestring budget

Monday, October 1, 9am-12:30pm

How to prepare for a listing appointment and prepare a CMA with Sarah Stelmok. Dawn Josemans covers the details and liabilities involved in rental transactions

Monday, October 15, 9am-1pm

Tanner Mulvihill covers "Financing Basics Every New Agent Should Know"
Experience a mock settlement with a local settlement firm

Monday, October 22, 9am-12pm

Michele Freemyers covers each page of the Residential Sales Contract in detail

Monday, October 29, 9am-12pm

Michele Freemyers addresses the various addenda and contingency forms that are included commonly with the residential sales contract

An amazing member value!

Sponsored by  Bayfield
HOME LOANS LLC

Registration required. Class Fee Members ___\$10/session Non-members ___\$25/session

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.

+5PHR
Education

Name _____ Company _____
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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.

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