

BRAND NEW CLASS

Do you manage a team or think about joining one?

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Designing and Sustaining Successful Teams

The concept of a real estate team is nothing new. They have existed for decades, but over the past several years, the team concept has evolved and become far more ubiquitous.

As the real estate industry progresses and the consumers' demands on the agent increase, many real estate professionals have begun moving their existing single-agent practice to a more sophisticated and advanced model to better serve their clients and become more profitable.

LUNCH INCLUDED!

Sponsored by



CE 6 hrs Real Estate Related or
6 hrs Broker Management or
PLE 2 hrs Current Industry Issues/Trends

November 12, 2019
9:00 AM-5:00 PM
@ FAAR



A MUST for Team Leaders and Team Members!

In this class, you'll learn...

- The Foundation & Design of a Team
- The Stages of Team Design
- Marketing your Team
- Technology and Communication
- Systems and Workflow

Perfect for agents thinking of joining a team!

Perfect for team managers!

Students missing more than 10 minutes of class, cannot be given CE or PL credit.

Registration required* Early bird till 11/01 \$99 Members \$99 Non-members
 Class Fee—Check One On 11/01 and after \$119 Members \$139 Non-members

**New for 2019: All same-day registrations subject to \$5 walk-in fee*

REGISTER ONLINE at 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 _____
 Credit Card _____ Zip _____ CVC _____
 Total _____ Exp. Date _____ 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 Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401

