

**NEW THIS FALL:  
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# GIVE YOUR CAREER A BOOST with the REALTOR® SUCCESS SERIES

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



*An amazing member value!*

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

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 16**

**Monday, September 16, 9am-12pm**

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

**Monday, September 23, 9am-1pm**

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, September 30, 9am-1pm**

Scott Hine covers "Financing Basics Every New Agent Should Know" & get ready to experience a mock settlement with Sherrie Shaw and Pam Godfrey

**Monday, October 7, 9am-1pm**

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

**Monday, October 21, 9am-12pm**

Phillip Blake covers each page of the Residential Sales Contract in detail

**Monday, October 28, 9am-12pm**

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

**Advance registration required\*\*. Check desired classes above.**

**\*\*New for 2019: Same-day class registrations are subject to \$5 walk-in fee**

**Class Fee: Members \$10/session Non-members \$25/session**

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Education

REGISTER ONLINE — [faarmembers.com/calendar](http://faarmembers.com/calendar) and login to our registration system.

OR BY FAX — complete the registration information below and fax to (540) 736-0301.

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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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