

**Jump start your real estate career
with Pacific Southwest Association of REALTORS®
Power Team's Boot Camp.
Learn about the complete transaction process from
licensed professional practitioners.**

WEDNESDAY EVENINGS 5:00 PM – 8:00 PM

<u>Date</u>	<u>Time</u>	<u>Session</u>	<u>Instructor(s)</u>
02/01/12	5:00pm	Business Plan	Terri Dillon, Broker
02/01/12	6:30pm	Escrow	Becky Ahring, Escrow Officer
02/08/12	5:00pm	Sales Skills	Karen Vargas, Office Manager
02/08/12	6:30pm	Title	Jay Norris, Title Rep / Angie West, Title Rep
02/15/12	5:00pm	Marketing	Nikki Coppa, PSAR 2011 President and Elsa Flores
02/15/12	6:30pm	Networking & Social Media	Miguel Contreras, REALTOR®
02/22/12	5:00 – 8:00pm	Contracts and Disclosures	Jose Unibe, Broker
02/29/12	5:00pm	zipForm® 6	C.A.R
02/29/12	6:30pm	Natural Hazard Disclosures, Homeowner's Insurance	Lina Gorinstein, Account Executive Juanita Adame, Insurance Agent.
03/07/12	5:00pm	Lead Generation, Get Your Business Started	Frank Crandall, REALTOR®
03/07/12	6:30pm	Financing	David Johnston, Broker

***Price: \$100; Individual Sessions: \$25**

Register for the Pacific Southwest Association of REALTORS® Power Team program by:

- Email: education@psar.org
- Call: 619-421-7811
- Register at: www.psar.org. login under non-member.

While we do not anticipate any changes, classes and instructors are subject to change.

* Only attendees who attend all six sessions will be eligible to receive their Power Team Certificate of completion.



COURSE OUTLINE

Business Plan:

Successful real estate professionals start their business with a strategy. Learn how to structure yours and understand your local market.

Escrow:

Understand the entire cycle of an escrow, from opening to closing.

Sales Skills:

Real estate agents can increase their revenue by learning effective sale skills, confident presentation methods, closing techniques, delegation and so much more.

Title:

Discover what you need to know about a title from their types to their rates and requirements. Find out what a "Statement of Information" means and learn how to read property profiles and prelims.

Marketing:

Introduce yourself to the business by letting our Power Team Instructors teach you what you need to know about marketing but don't.

Networking & Social Media:

Discover how social media like Facebook can draw people to your business.

Contracts & Disclosures:

Learn how to write VA/FHA offers. Understand each clause and when addendums are appropriate. Write a contract taking into account both the buyer and seller's perspective.

zipForm® 6:

This PSAR member benefit teaches you how to access C.A.R. online forms for transactions and contracts as well as introduce zipLogix digital Ink® and zipVault™ to help expedite business.

Natural Hazard Disclosures and Home Owner's Insurance:

Find out about what they are and the importance and value they bring.

Lead Generation, Get Your Business Started:

Learn how to generate and maintain leads gathered from referrals and other sources that can produce sales and repeat business.

Financing:

Understand the concepts of real estate financing from the buyers options to closing costs

