

“Seniors Real Estate Specialist”

NAR designation course- 12 hours CE credit

Special pricing during March, 2012

This is the only designation created to serve the 50+ community that is recognized and awarded by the National Association of REALTORS®. AARP estimates that 83% of seniors own their own homes. Nearly three million of them will move residences in the next two years and they need someone who can advise them on the best way to maximize their equity.

Chapter 1: Generations
Chapter 2: The 50+ Market
Chapter 3: 21st Century Retirement
Chapter 4: Aging in Place
Chapter 5: Independent Living
Chapter 6: Housing Options for Assistance

Chapter 7: Financing Options
Chapter 8: Tax Matters
Chapter 9: Legal Matters
Chapter 10: Marketing & Outreach
Chapter 11: Buyers & Sellers
Chapter 12: Building a Team



Date: March 22 & 23, 2012

Time: 9:00 am – 4:30 pm

Cost: **\$250.00 (normally \$299.00)**

**Location: South Bay Association of
REALTORS®
22833 Arlington Ave.
Torrance, CA 90501**

Register online at:

www.coachingtoexcellence.com/sres

Course Provider: Coaching To Excellence #4306

Instructor: Debbie Rodgers ABR, ABRM, AHWD, CRB, GRI, e-PRO, PMN, RSPS, SFR, SRES
2007 Distinguished SRES® & NAR Hall of Fame Instructor



Course fee includes monthly newsletters, access to research, customizable quarterly newsletters for your customers/clients, and placement on the SRES® website. This course is approved for 12 Consumer Protection hours of continuing education credit with 90% attendance of the live class and an 80% passing grade on the 50 question multiple choice closed book exam. Students will be allowed 50 minutes to complete the test. Designation requirements are:

- Successful completion of the two-day SRES® Designation course.
- Maintain membership in good standing with the SRES® Council and the National Association of REALTORS®. First years membership in the SRES® Council is included in the course fee. After that, the SRES® annual renewal fee is \$99.00.
- ***You must bring your DRE license number, a government issued picture I.D. and your nine digit NAR membership number to class with you.***