

**Description:**

More people have become wealthy investing in real estate than many other investments. Agents who want to learn the specific secrets to smart real estate investments can discover them in this course. Students will learn how to identify the right opportunities in a down market or an up market, compare real estate with other investments and create additional wealth – for themselves and their clients. This high-energy course explores another way to generate sales that has been overlooked. And the results can be life changing! This class is a must for any real estate professional looking to create wealth through residential real estate investments.

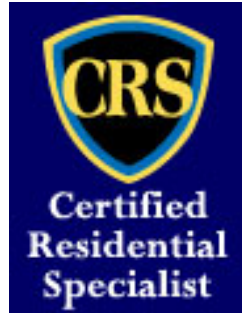
**Course Content:**

- Identifying money-making opportunities
- Comparing potential investment opportunities
- Retirement planning and investing
- Calculating initial investment to rate of return

Required for CRS 204: financial calculator. Recommended are the HP-10BII, HP-12C or the TI-BA real estate calculator.

**Instructor: Tina Daniel, CRS**

Licensed Real Estate Broker since 1980. Broker/Owner of her own real estate brokerage firm, American Real Estate Service. Founder and Director of the Arkansas Institute of Real Estate where she has taught various real estate courses since 1982.



Real World,  
Real Estate Training

**Location:** South Bay Association of Realtors  
22833 Arlington Avenue, Torrance CA 90501

**Date:** April 8 & 9, 2010 Thursday and Friday  
8am – 5pm

**Tuition:** \$299.00  
**Cancellation Fee \$50.00**

**Credit:** 16 hours DRE Consumer Service Credits

**To Register**

**Online:** [www.southbayaor.com](http://www.southbayaor.com) – Go to calendar  
By Phone: 310-326-3010 ext. 706  
By Fax: Fax this completed form to 310-325-7451  
By Mail: South Bay Association of Realtors  
22833 Arlington Avenue, Torrance CA 90501

**Name and Address Information:**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Please indicate method of payment: We accept Visa & Master Card & AMX**

Credit Card       Check For \$ \_\_\_\_\_

Account Name: \_\_\_\_\_

Account Number: \_\_\_\_\_ Exp. \_\_\_\_\_

Signature: \_\_\_\_\_