



The North San Diego County Association of REALTORS®
presents

Listing Presentation

Plus

Prospecting and Farming Techniques

Instructor: Joe Ramos, a Master Instructor has been teaching DRE certified classes throughout CA and HI for the past 20 years. Mr. Ramos offers 35 years of experience and is known for his vast knowledge of real estate subjects. He has owned and operated two successful real estate offices and an escrow company. Mr. Ramos believes "knowledge is power."



What Others Are Saying about Joe Ramos' seminars

"We came away with one more powerful tool to use"
-Marina Bauer, Broker

"I highly recommend Mr. Ramos' seminars. Mr. Ramos is a qualified instructor based upon his knowledge and experience"
-Gary K. Chan

Date: Thursday, September 23, 2010

Time: 10:00 am– 12:30 pm

**Location: NSDCAR
906 Sycamore Ave. , Vista, CA 92081**

**Cost: \$25 NSDCAR members, \$35 non-member agents:
Register by September 21**

**After Sept. 21: \$30 NSDCAR members,
\$40 non-member agents**

This course is designed to help real estate professionals prepare a unique listing presentation that will leave your competition behind!

- Overcome sellers' objections**
- Take control during the listing presentation to price the listing to sell in today's market**
- Add value to your door knocking**

To Register: Fax to (760) 597-0362 or mail to NSDCAR, 906 Sycamore Ave., #104, Vista, 92081 or register online www.nsdcar.com under education. Your seat is reserved with payment. For more information: (760) 734-3971

Name: _____ Member #: _____

Phone #: _____ Email: _____

Check (mail registration only) Credit Card - Visa, MC, Amex, Disc

Card #: _____ Exp. Date: ____/____/____

Amount: _____ Signature: _____

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters.

Cancellation Policy: Refunds issued only if notification received 3 business days prior to class Code: 1799