



# NORTH SAN DIEGO COUNTY ASSOCIATION OF REALTORS®

## “Seniors Real Estate Specialist” Designation

Date:  
**February 8 & 9, 2010**

Registration Deadline:  
**February 5, 2010**

Time:  
**9:00am to 4:30pm**

Fee: \*\*Special Discount Price (Save \$179)  
**\$220 (includes first year membership)**

Course Provider:

California Association of REALTORS®

Instructor:

**Ginni Field,**  
ABR, CRB, GRI, SRES. Ginni Field



began her real estate career in August of 1986 as a sales associate and was recruited to manage a branch in January of 1989 remaining in Branch Manager for over 20 ; 2004 President of the NSDCAR Board of Directors; a dynamic leader with many professional accolades.

Location:

**906 Sycamore Ave.  
Vista, CA 92081**

This is the only designation created to serve the 50+ community that is recognized and awarded by the National Association of REALTORS®. This unique designation is designed for the real estate agent who wants to focus on working with mature clients through major financial and lifestyle transitions. When you earn the SRES® designation you'll learn how to:

- Identify the power of generational demographics.
- Develop and maintain marketing skills.
- Counsel local seniors rather than selling the family home.
- Use team-building skills with other SRES® professionals.
- Understand the implications of tax laws, probate and estate planning.
- Create a unique marketing opportunity that separates you from the competition.

Course fee includes monthly newsletters, access to research, customizable quarterly newsletters for your customers/clients, and placement on the SRES® website.



### Designation Requirements:

**Successful completion of the two-day SRES® Designation**

**course including an 80% passing grade on the exam. Maintain membership in good standing with the SRES® Council and the National Association of REALTORS®.**

**After the first year membership (included in course fee), SRES® annual \$99 renewal fee.**

***Did you know? REALTORS® who pursue professional designations have a distinct competitive edge as a result of their increased expertise and marketability. Based on the updated data from the 2008 NAR survey data, the median incomes of REALTORS® with at least one designation earn \$34,700 more than REALTORS® with no designations.***

Policy: , **12 CS DRE credits.** This course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend 90% of the class, achieve a passing score of 80% or higher on the 55 question multiple choice closed book final examination & have proof of identification to qualify for DRE credits (such as a current CA driver's license). Students will be allowed 60 minutes to complete the exam. NRDS number needed too.

Your reservation reserves your seat. To Register Fax to (760) 734-3976 or mail to NSDCAR, 906 Sycamore Ave, Ste 104, Vista, CA 92081 or NSDCAR members can register online [www.nsdcar.com](http://www.nsdcar.com) under education

Name \_\_\_\_\_ NSDCAR Member # \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

Fee due \$ \_\_\_\_\_  Check Payable to NSDCAR  Credit card (Visa, M/C, AMEX and Discover accepted)

# \_\_\_\_\_ Exp \_\_\_\_\_ 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 is received 5 business days prior to class. NSDCAR reserves the right to cancel or reschedule any program. Code: 1406-SRES