



NORTH SAN DIEGO COUNTY ASSOCIATION OF REALTORS®

Carlsbad Service Center
6183 Paseo Del Norte, Suite 150
Carlsbad, CA 92011

FUSION™ TRAINING -2012

Lectures

(usually the first Friday of every month)

To sign up for this FREE training register online www.nsdcar.com under education - calendar, call NSDCAR (760) 734-3971 or email education@nsdcar.com. Registrations recommended, walk-ins please call in advance to confirm date and time of class. (Carlsbad Service Center 760-929-2100, [Location Map](#))

*Non-member assistants must have written authorization from their Broker/Agent to attend these lecture classes.

Friday, March 9

10:00am - 11:30am Realist Tax/Map - This course will teach you how to use the new Realist Tax within both TEMPO™ and FUSION™ with its more detailed Tax/MLS data integration. You'll learn to map locations and see what is nearby, create pinpoint mailing lists for targeted marketing and apply Realist comparables to support pricing and sales decisions. You will also learn how to leverage detailed foreclosure information as well as answer questions specific to a neighborhood that may impact closing the deal such as DOM, Median Home Value, Median Sale Price, Sales Activity, Median SqFt Cost, Number of Homes in Foreclosure, and Percent of Homes in Foreclosure.

11:45am – 12:50pm FUSION™ Searching & Map Searching – This course will teach you how to navigate the Fusion MLS™ system and use the interactive search and map search options. You'll learn how to save time by manipulating a search map's boundaries without starting over, and how to save listings of interest in your personalized folder for later action.

Friday, April 13

10:00am - 11:30am Realist Tax/Map - This course will teach you how to use the new Realist Tax within both TEMPO™ and FUSION™ with its more detailed Tax/MLS data integration. You'll learn to map locations and see what is nearby, create pinpoint mailing lists for targeted marketing and apply Realist comparables to support pricing and sales decisions. You will also learn how to leverage detailed foreclosure information as well as answer questions specific to a neighborhood that may impact closing the deal such as DOM, Median Home Value, Median Sale Price, Sales Activity, Median SqFt Cost, Number of Homes in Foreclosure, and Percent of Homes in Foreclosure.

11:45am – 12:50pm FUSION™ CMAs - This course will teach you how to create a Comparative Market Analysis (CMA), which is used to help sellers determine the value of their home. The FUSION™ CMA allows greater flexibility in comparing features of the subject property to the comparable properties, and also allows the inclusion of pdf documents that the agent may want to include the CMA, such as an agent biography or a copy of the Quick CMA.