FIRE 2012 *foundations in real estate*

New Agent Training!

3-day training for the real estate professional

Realtor® Association of Pioneer Valley Inc., Springfield, MA

DATES
February 3, 10 & 17
June 12, 19 & 26
November 1, 8 & 15
classes are 9 a.m. to 4 p.m.

Tuition is reimbursed to new members upon course completion!

The offer is good for new members 18 months from application date. Take advantage! It's on us!

INSTRUCTOR
Fred Southwell, Southwell Education

LOCATION
Realtor® Association of Pioneer Valley
221 Industry Avenue, Springfield, MA

TOPICS

- Getting Ready to do Business
- Identifying Sources of Business
- The Buyer Consultation
- The Listing Presentation
- Servicing the Listing
- Preparing for and Conducting Open Houses
- Negotiating "Win/Win" Outcomes
- Managing the Transaction
- Diversity in the Marketplace
- Professional Courtesy
- Association Membership
- Future Education Requirements and Opportunities
- Follow up Activity Planner

detailed outline available upon request

What agents are saying!

"FIRE was a great course. I'm really glad I took it. Not only from what Fred taught us but learning and talking to other new agents."
Heather Bosworth, Westfield.

"It is for all Realtors®, not just the beginners. It's a great refresher."
Geraldine P Socha, Keller Williams Realty, Longmeadow.

"It covers all aspects at intro and intermediate level. Handouts were very useful."
Linda Lee Wright, Landmark, REALTOR®

- New-member orientation must be completed prior to taking this course.
- Must attend the entire 3 days to receive certificate of completion as well as $35 reimbursement for new members.
- Upon beginning course work, new members have 1 year to complete all 3 days worth of classes and still receive $35 reimbursement. Failure to complete all 3 days worth of classes within 1 year will result in forfeiture of the $35.
- Pre-registration and tuition payment required.

Registration (select dates)

____ Feb 3, 10 & 17 ____ November 1, 8 & 15
____ June 12, 19 & 26

____ new members **$35.00 (fully reimbursed upon completion of course)**

____ all others $**169.00** *non-member add $50*

Name_____
Office_____
Address_____
City_____ State_____ Zip_____
phone_____ fax_____
email_____

Circle one: VISA / MasterCard (no debit cards)
Card #_____
Exp. Date_____
Home Address and Zip *(required if charging)*
_____
_____
Signature_____

Cancellation for non-new members must be in writing. Mail to RAPV or email winter@rapv.com.
Cancellation is $30 when giving more than 1 wk notice, less than 1 wk a $35 fee is charged.
Questions? Call 413-785-1328,
toll free 877-854-6978, fax 413-731-7125.
Register with this flyer or at http:// ims.rapv.com.
To download the flyer, go to ww.rapv.com.
No phone registrations can be taken.

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