

Real Estate Continuing Education SPRING 2018 COURSE OFFERINGS

| Session 1: Wednesday, 8:30 a.m. - 12:30 p.m. | |
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| Understanding Self: Building Stronger Relationships (First 4 hours student + guest; Second 4 hours – only those with a completed instrument) | January 10 and 17 |
| Keeping Customers for Life | January 24 |
| Effective Negotiation | January 31 |
| The Independent Contractor: Business Planning | February 7 |
| Maximizing the Team Experience | February 14 |
| Managing Risk: Insurance and Liability | February 21 |
| Financial Boot Camp for the Entrepreneur | February 28 |
| Accounting and QuickBooks for the Independent Contractor | March 7 |
| Mastering Taxes for the Independent Contractor | March 14 |
| Marketing and Sales Strategy: Building Your Network | March 21 |
| Marketing Your Business on the Internet: Increase Engagement with Clients | March 28 |
| Using Social Media in Business: Generating Leads | April 4 |
| Secrets of Top Search Engine Rankings | April 11 |
| Homeowners Associations 101 | April 18 |

PROGRAM COSTS

Face-to-face

- No charge to member for *Understanding Self* course
- Individual course \$59
- 20-hour package \$250
- 60-hour package \$650

Tuition waiver: Call Tucson Association of REALTORS® for an application.

Online

- Individual course \$125

You may participate in most of the course offerings online — whenever it fits your schedule. Participants have six weeks to complete an online course.

COURSES REPEAT IN FALL 2018

Real Estate Continuing Education FALL 2018 COURSE OFFERINGS

| Session 2: Wednesday, 1 - 5 p.m. | |
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| Understanding Self: Building Stronger Relationships | September 5 and 12 |
| Keeping Customers for Life | September 19 |
| Effective Negotiation | September 26 |
| The Independent Contractor: Business Planning | October 3 |
| Maximizing the Team Experience | October 10 |
| Managing Risk: Insurance and Liability | October 17 |
| Financial Boot Camp for the Entrepreneur | October 24 |
| Accounting & QuickBooks for the Independent Contractor | October 31 |
| Mastering Taxes for the Independent Contractor | November 7 |
| Marketing and Sales Strategy: Building Your Network | November 14 |
| Marketing Your Business on the Internet: Increase Engagement with Clients | November 21 |
| Using Social Media in Business: Generating Leads | November 28 |
| Secrets of Top Search Engine Rankings | December 5 |
| Homeowners Associations 101 | December 12 |

Most of these courses will be offered on a rotating basis.

NEW COURSES COMING IN 2019!

Session Locations:

Tucson Association of REALTORS®
2445 N. Tucson Blvd.
Tucson, AZ 85716

Computer lab:
Pima Community College
Community Campus
401 N. Bonita Ave., Tucson, AZ 85709

The Business of Real Estate:

INDEPENDENT CONTRACTOR SUCCESS SERIES

Program goals:

1. Improve solvency of REALTORS® through financial education.
2. Increase consumer satisfaction through building interpersonal skills.
3. Guide clients using the right information to make knowledgeable decisions.
4. Build cohesive teams with complementary skill sets.
5. Improve overall National Association of REALTORS® professional standards.

Reserve your seat today!

**Call 520-327-4218
or 520-206-6468**

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CLASS SCHEDULE 2018

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to increase your appraised value?*

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