

SOLD

SCHOOL OF OPERATIONS &
LEADERSHIP DEVELOPMENT

THE BUSINESS OF
**REAL
ESTATE:**
INDEPENDENT CONTRACTOR
SUCCESS SERIES



PimaCommunityCollege

Workforce Development and Continuing Education

Program Highlights

Pima Community College Workforce Development & Continuing Education has partnered with the Tucson Association of REALTORS® to offer high-quality real estate education designed to guide you through your career. Learn about creating business success as a real estate agent through engaging short courses that focus on building relationships, planning, financial management, marketing and taking care of yourself.

Member Value

- Real estate training designed by and developed for REALTORS®
- Small class sizes
- In-person and online learning options. Online classes are instructor-led and last six-weeks. Log into the course when it fits your schedule.
- Engaging and knowledgeable instructors
- Classes scheduled with your real estate business in mind
 - » no Fridays, Saturdays or Sundays
 - » no Monday mornings
 - » no classes held after the 20th of each month
- Registration fee paid by TAR for Leadership Skills: Start with Understanding Yourself
- Partial tuition waivers (based on availability of funding)

Registration Information

1. Review the schedule of classes
2. Choose an individual class or select a package
3. Call Tucson Association of REALTORS®, 520-327-4218 or Pima Community College, 520-206-6468
4. Pima Community College Workforce & Continuing Education will contact you within 48 hours to complete registration and payment. You will need to provide course title(s), date(s) of class(es) and payment method.
5. A certificate of completion is issued each time you successfully complete a course.
6. No prerequisites. Attend any class, in any order.

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

Reserve your seat today!

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

This program was
designed for **you,**

to provide the necessary
knowledge and skills only the
most successful independent
contractors hold.

You deserve that level of
success!

Program Costs

Face-to-Face

- *Leadership Skills: No charge member (Guests may attend for \$65)*
- Individual course: \$59 - \$149 (See schedule of classes)
- 20-hour package: \$275
- 60-hour package: \$659

Online

Instructor-led six-week course: \$125

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

Refund Policy

Refunds will be paid in full for classes that are dropped one week prior to the start of the class. Enrollment may be transferred to the next available session.

Real Estate Continuing Education SPRING 2018 COURSE OFFERINGS

Session 1: Wednesday, 8:30 a.m. - 12:30 p.m.	
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.	
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!

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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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LEADERSHIP DEVELOPMENT

CLASS SCHEDULE 2018

*As a professional REALTOR®, what are you doing
to increase your appraised value?*

(520) 206-4500

www.pima.edu



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