



**MONMOUTH COUNTY  
ASSOCIATION OF REALTORS, INC**  
One Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ 07753  
Phone 732-918-1340 Fax 732-918-1906



*The Monmouth County Association of Realtors®  
Education Committee Presents:*

**“AUTUMN 2008” Seminars for Success**

<p align="center"><b><u>SESSION 1</u></b> <i>Getting Started</i> Professional Behavior, Time Management Organization and Technology <b>Monday, September 22, 2008 1:00pm-4:00pm</b></p>	<p align="center"><b><u>SESSION 2</u></b> <i>Real Estate Documentation/Disclosure/FairHousing</i> Listing Agreements, Lead-Based Paint Disclosure Seller Disclosure, Agency Disclosure, Wetlands Off-Site Contamination, Air Traffic Zones, Opinion 26, Federal and State Laws, Protect Yourself from Lawsuits <b>Wednesday, September 24, 2008 1:00pm-4:00pm</b></p>
<p align="center"><b><u>SESSION 3</u></b> <i>Building your Business – Part I</i> Telephone Techniques, Cold Calling, Expireds, FSBO’s <b>Monday, September 29, 2008 1:00pm-4:00pm</b></p>	<p align="center"><b><u>SESSION 4</u></b> <i>Building your Business – Part II</i> Farming, Personal Promotion/Marketing, Spheres of Influence, Open Houses <b>Wednesday, October 1, 2008 1:00pm-4:00pm</b></p>
<p align="center"><b><u>SESSION 5</u></b> <i>Working with Sellers – Part I</i> First Appointment, Preparation of CMA, Marketing Plan <b>Monday, October 6, 2008 1:00pm-4:00pm</b></p>	<p align="center"><b><u>SESSION 6</u></b> <i>Working with Sellers – Part II</i> Listing Presentations, Servicing Listings, Overcoming Objections <b>Wednesday, October 8, 2008 1:00pm-4:00pm</b></p>
<p align="center"><b><u>SESSION 7</u></b> <i>Working with Buyers – Part I</i> Turning Call-Ins into Appointments, Preparing for Appointments, Wants vs. Needs, Showing Homes, Realtor Safety <b>Wednesday, October 15, 2008 1:00pm-4:00pm</b></p>	<p align="center"><b><u>SESSION 8</u></b> <i>Working with Buyers – Part II</i> Negotiating the Contract, Contract Preparation, Closing the Contract <b>Monday, October 20, 2008 1:00pm-4:00pm</b></p>
<p align="center"><b><u>SESSION 9</u></b> <i>Technology</i> Technology Skills for the Realtor <b>Wednesday, October 22, 2008 1:00pm-4:00pm</b></p>	<p align="center"><b><u>SESSION 10</u></b> <i>How-to’s of –</i> Attorney Review and Inspections <b>Monday, October 27, 2008 1:00pm-4:00pm</b></p>

*All sessions will be held at MCAR HEADQUARTERS, 4000 Route 66, Tinton Falls, NJ 07753*

**Please send the enrollment form below, along with a check made payable to MCAR.  
Mail to: MCAR, 1 Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ 07753. Attn: Jen**

Event: “AUTUMN 2008” Seminars for Success

Name: \_\_\_\_\_ Agent ID: \_\_\_\_\_ Phone: \_\_\_\_\_

Agency: \_\_\_\_\_ Address: \_\_\_\_\_

CIRCLE THE SESSION YOU ARE ENROLLING IN: 1 2 3 4 5 6 7 8 9 10

**COST: \$10.00 per session –or- \*\*\* [\$60.00 for all 10] \*\*\***

\*\*\* Paying by Credit Card \*\*\* => Go to: <https://ims.momls.com>

Enter your Agent ID number ... Password is: password (you will be prompted to change it).

At Member Services menu go to Events then Event Calendar. Select SFS [Session] –or- SFSALL10.

Select Register For This Event. Complete information => Select Add to Cart. Select Pay by Credit Card.

Choose credit card and fill in details and Submit.