



MONMOUTH COUNTY
ASSOCIATION OF REALTORS®, INC.



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www.momls.com

The Monmouth County Association of REALTORS® Education Committee Presents:
“AUTUMN 2011” SEMINARS FOR SUCCESS

<p><u>SESSION 1</u> <i>Getting Started</i> Professional Behavior Time Management Organization and Technology Monday, September 12, 2011 1:00pm-4:00pm</p>	<p><u>SESSION 2</u> <i>Real Estate Documentation/Disclosure/Fair Housing</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 Wednesday September 14, 2011 1:00pm-4:00pm</p>
<p><u>SESSION 3</u> <i>Building your Business – Part I</i> Telephone Techniques, Cold Calling Expireds, FSBO’s Monday, September 19, 2011 1:00pm-4:00pm</p>	<p><u>SESSION 4</u> <i>Building your Business – Part II</i> Farming, Personal Promotion/Marketing Spheres of Influence, Open Houses Wednesday, September 21, 2011 1:00pm-4:00pm</p>
<p><u>SESSION 5</u> <i>Working with Sellers – Part I</i> First Appointment Preparation of CMA, Marketing Plan Monday, September 26, 2011 1:00pm-4:00pm</p>	<p><u>SESSION 6</u> <i>Working with Sellers – Part II</i> Listing Presentations, Servicing Listings Overcoming Objections Monday, October 3, 2011 1:00pm-4:00pm</p>
<p><u>SESSION 7</u> <i>Working with Buyers – Part I</i> Turning Call-Ins into Appointments, Preparing for Appointments Wants vs. Needs, Showing Homes, Realtor Safety Wednesday, October 12, 2011 1:00pm-4:00pm</p>	<p><u>SESSION 8</u> <i>Working with Buyers – Part II</i> Negotiating the Contract, Contract Preparation Closing the Contract Monday, October 17, 2011 1:00pm-4:00pm</p>
<p><u>SESSION 9</u> <i>Technology</i> Technology Skills for the Realtor Wednesday, October 19, 2011 1:00pm-4:00pm</p>	<p><u>SESSION 10</u> <i>How-to’s of –</i> <i>Attorney Review and Inspections</i> Monday, October 24, 2011 1:00pm-4:00pm</p>

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

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: Clare

Event: “AUTUMN 2011” *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 A11SFS [Session #] –or– AUTUMN.
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.