



**MONMOUTH COUNTY  
ASSOCIATION OF REALTORS®, INC.**



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*The Monmouth County Association of REALTORS® Education Committee Presents:*  
**“SPRING 2012” SEMINARS FOR SUCCESS**

<p><b><u>SESSION 1</u></b> <i>Getting Started</i> Professional Behavior Time Management Organization and Technology <b>Monday, March 12, 2012 1:00pm-4:00pm</b></p>	<p><b><u>SESSION 2</u></b> <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 <b>Wednesday March 14, 2012 1:00pm-4:00pm</b></p>
<p><b><u>SESSION 3</u></b> <i>Building your Business – Part I</i> Telephone Techniques, Cold Calling Expireds, FSBO’s <b>Monday, March 19, 2012 1:00pm-4:00pm</b></p>	<p><b><u>SESSION 4</u></b> <i>Building your Business – Part II</i> Farming, Personal Promotion/Marketing Spheres of Influence, Open Houses <b>Wednesday, March 21, 2012 1:00pm-4:00pm</b></p>
<p><b><u>SESSION 5</u></b> <i>Working with Sellers – Part I</i> First Appointment Preparation of CMA, Marketing Plan <b>Monday, March 26, 2012 1:00pm-4:00pm</b></p>	<p><b><u>SESSION 6</u></b> <i>Working with Sellers – Part II</i> Listing Presentations, Servicing Listings Overcoming Objections <b>Wednesday, March 28, 2012 1:00pm-4:00pm</b></p>
<p><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>Monday, April 2, 2012 1:00pm-4:00pm</b></p>	<p><b><u>SESSION 8</u></b> <i>Working with Buyers – Part II</i> Negotiating the Contract, Contract Preparation Closing the Contract <b>Wednesday, April 11, 2012 1:00pm-4:00pm</b></p>
<p><b><u>SESSION 9</u></b> <i>Technology</i> Technology Skills for the Realtor <b>Monday, April 16, 2012 1:00pm-4:00pm</b></p>	<p><b><u>SESSION 10</u></b> <i>How-to’s of Attorney Review and Inspections</i> <b>Wednesday, April 18, 2012 1:00pm-4:00pm</b></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, Suite 210, Tinton Falls, NJ 07753.

Event: “SPRING 2012” 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] \*\*\*

**MCAR Members Pay Online at**  
**<https://ims.momls.com>**