

Lynn Madison's Foundations for Success

Eligible for GRI Course-One Credit**

Over eight evenings (6:00-9:00 p.m.) - our local team of experienced instructors will cover:

- getting started
- creating your success plan
- marketing to friends and family
- holding effective open houses
- working expirds and FSBO's
- preparing CMA's
- effective listing presentations
- buyer counseling
- showing property
- writing offers
- presenting & negotiating
- forms and contracts overview
- goal setting & time management
- presenting & negotiating contracts

No CE credit - this is sales and skill-building

Eight evenings - - GRI Credit - - a great start to your career

The entire program - only \$195** (CAAR Members)
\$225** (IAR Members)

YES - Enroll me in the Oct 10, 11, 17, 18, 24, 25 and Nov 1 & 2 (eight evenings)

Name _____

Office _____ Association/Board _____

Office Address _____ City _____ Zip _____

Office Phone _____ Home Phone _____ Fax _____

E-Mail _____

Check (made payable to Capital Area Association of REALTORS®)

Visa MasterCard Credit Card Number _____ Exp. _____

I authorize Capital Area Association of REALTORS® to charge the above card \$_____.

Signature _____

Cancellation Policy: \$25 processing fee if cancelled up to 5 days prior to start of session. No refund if cancelled within 5 days of the start of the session. CAAR reserves right to cancel or reschedule if minimum enrollment is not reached.

To register please mail this form with payment the Capital Area Association of REALTORS® at the address above or fax with credit card information to 217.698.7009.

****For information on the GRI program go to www.illinoisrealtor.org/iar/events/gri.htm (There is an additional \$85 fee from IAR for issuance of GRI certificate.)**

Don't Just Take our Word for it!

Hear what some of our past students had to say about the "Foundations for Success" course offered through the Capital Area Association of REALTORS:

- This course was timely and helpful since I am a fairly new agent.*
 - I felt this course has given me more confidence to practice as an agent. I'm looking forward to putting this knowledge to work!*
 - Was filled with informative role-playing and educational answers to real-live real estate.*
 - The instructor did a great job relating personal experiences with the material, making it easier to understand.*
 - Learned a lot and gave me more confidence in approaching new prospects.*
 - Just what I've been waiting for! The instructor was quick, thorough and knowledgeable. Many tools. I needed that!*
 - Excellent material and instructor, very helpful and applicable to my business! Very motivated!*
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