



## New Agent Training! 2016 Schedule

## 3-day training for the real estate professional

**Realtor® Association of Pioneer Valley Inc.,  
Springfield, MA**

### DATES

**February 23 & Mar. 1 and 8  
June 14, 22, 28  
August 16, 23, 30  
November 1, 8, 15**

*classes are 9 a.m. to 4 p.m.*

*We reserve the right to cancel if less than 10 people  
in the class*

### INSTRUCTOR

Fred Southwell, *Southwell Education*

### LOCATION

Realtor® Association of Pioneer Valley

### *What agents are saying!*

*"FIRE was fantastic! This course will make a  
huge difference in the way I will do real estate!"*  
Amanda Abramson, Cohn & Company, Green-  
field

*"Best real estate class I have taken in my short  
career. If the class was 8 weeks I would have  
gone!"* Victor Pacheco, Coldwell Banker Resi-  
dential Brokers, Longmeadow

Tuition is  
reimbursed  
to new members  
upon course  
completion!

*The offer is good for new members 6 months from  
application date. Take advantage! It's on us!*

### TOPICS

- Getting Ready to do Business
- Identifying Sources of Business
- The Buyer Consultation
- The Listing Presentation
- Servicing the Listing
- Preparing for and Conducting Open Houses
- Negotiating "Win/Win" Outcomes
- Managing the Transaction
- Diversity in the Marketplace
- Professional Courtesy
- Association Membership
- Future Education Requirements and Opportunities
- Follow up Activity Planner

New-member orientation must be completed prior to taking this course.

Must attend the entire 3 days to receive certificate of completion as well as \$35 reimbursement for new members. Upon beginning course work, new members have 1 year to complete all 3 days worth of classes and still receive \$35 reimbursement. Failure to complete all 3 days worth of classes within 1 year will result in forfeiture of the \$35. Pre-registration and tuition payment required.

## Registration (select dates)

\_\_\_\_\_ Feb. 23, and Mar 1, 8      \_\_\_\_\_ August 16, 23, 30  
\_\_\_\_\_ June 14, 22, 28 (class days vary)      \_\_\_\_\_ Nov. 1, 8, 15

\_\_\_\_\_ new members **\$35.00 (fully reimbursed upon completion of course)**

\_\_\_\_\_ all others **\$169.00** non-member add \$50

Name \_\_\_\_\_

Office \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Circle one: VISA / MasterCard

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Home Address and Zip (required if charging)

\_\_\_\_\_

\_\_\_\_\_

Signature \_\_\_\_\_

**Register** with this flyer, fax to 413-731-7125 or on-line at <https://rapvportal.ramcoams.net>. To download the flyer, go to [www.rapv.com](http://www.rapv.com).

**Cancellation** must be in writing. Mail to RAPV or email [laura@rapv.com](mailto:laura@rapv.com). Cancellation is \$30 when giving more than 1 wk notice, less than 1 wk a \$35 fee is charged.

**Questions?** Laura Herring at 413-785-1328 or [laura@rapv.com](mailto:laura@rapv.com)