

REFOCUSING REAL ESTATE SERVICES CAREER

January 19th & 20th | 2012

The Colonnade, 15301 Dallas Parkway | Addison

Refocusing Your Real Estate Services Career:

This course is designed to help you as a real estate broker recognize and understand the primary knowledge, skills, attitudes and activities that are crucial to a successful real estate brokerage and consulting career. By refocusing on and strengthening your performance of these basic fundamentals, you can increase your professional value and recession-proof your real estate career.

The course is also intended to expose you to the concepts of transitioning your existing "brokerage only" practice into more consultative ones. Learn how to expand and diversify your client base through assisting your clients with a broad range of assignments relating to the acquisition, ownership, operation and disposition of real property.

- Goal-Setting
- Time & Activity Management
- Personal Organization
- Networking, Prospecting & Shameless Self-Promotion
- Success in the Real Estate Brokerage and Consulting Business
- Unbundling Your Services-Thinking Outside a Transaction

Instructor: Nick Nicholas, CRE, CCIM, MAI is a Commercial Real Estate veteran with over 30 years of industry experience.

TREC Provider Nicholas Co. 0474	Member Fee	Non Member Fee
January 19 th & 20 th Two Day 15 Hour Courses	<input type="checkbox"/> \$185.00	<input type="checkbox"/> \$200.00
January 19 th 8:30 a.m. to 5:30 p.m. Refocusing Real Estate Services Career Course No. 09-00-032-9002	<input type="checkbox"/> \$135.00	<input type="checkbox"/> \$150.00
January 20 th 8:30 a.m. to 3:30 p.m. Legal & Ethics Courses TREC required courses to meet 6 legal and ethics hours' requirement for MCE license renewal Course No. 06-06-123-23557	<input type="checkbox"/> \$ 90.00	<input type="checkbox"/> \$105.00

- YES I understand registration for the class begins at 8:00 a.m. and ends at 8:25 a.m.
 I understand the class begins promptly at 8:30 a.m. Failure to arrive prior to 8:30 a.m. may result in no credit for the course.

REGISTRANT INFORMATION

Preferred First Name: _____ RE License No.: _____
 First Name: _____ Last Name: _____
 Phone No.: _____ Email Address: _____

AUTHORIZATION | Registration will not be processed without credit card signature authorization

Yes, I _____ authorize NTCAR to charge my credit card indicated below for \$_____. This payment is for the NTCAR MCE Education Course. I understand this fee is non-refundable and nontransferable under any circumstances after January 12, 2012.

American Express Master Card Visa **Discover not accepted.* Check (Check No. _____)

Cardholder Name: _____ Phone No.: _____ Office Cell
 *As appears on card.

Billing Address: _____ City: _____ State: _____ Zip Code: _____

Credit Card No. _____ Expiration Date: _____

Email Address for payment confirmation: _____

Signature: _____ Date: _____

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FAX

MAIL