

Satisfies SWRA Membership Renewal Training Requirement

# Beyond the Dotted Line at Rosemont College

## Using Contracts to Increase Your Value and Maximize Your Income

This class satisfies Suburban West REALTORS® Association's requirement for professionalism education every two years; an initiative overwhelmingly approved by members 4 votes to 1. This course is **FREE** for REALTOR® members and must be completed by December 31, 2010.\*

\*Members who completed New Member Orientation on or after January 1, 2009 have satisfied this continuing member training requirement.

**June 23**

**9:00 a.m.—12:00 noon**

**1:00 p.m.—4:00 p.m.**

**Rosemont College, Rosemont**

**Cost: FREE**

How do you become the REALTOR® that past clients can't wait to tell their friends about? That depends on how well you handled the transaction for the client. Did you do a thorough professional job? Or did you fail to meet their expectations and deliver? Either way you will be talked about. The difference is how they will talk about you. The issues presented in this highly interactive class will translate into success no matter how many times these contracts are changed. These are core concepts that every REALTOR® must know and understand to be successful.



**SUBURBAN WEST REALTORS® ASSOCIATION**  
PROFESSIONALISM • INTEGRITY • SERVICE

**Beyond the Dotted Line at Rosemont College; June 23**

FREE

Fax: 610.560.4801// 100 Deerfield Lane, Suite 240, Malvern, PA 19355

Name: \_\_\_\_\_ Office: \_\_\_\_\_

Time of Session: \_\_\_\_\_ E-mail: \_\_\_\_\_