March 15, 2018
Jackpot Junction Conference Room
Morton MN

8:30-12:15 pm FSBO Sellers- Who Are They? Instructor: John Anderson

This class will explore the world of unrepresented (FSBO) sellers. Some of the topics we will discuss are:

- What are the motivations and mindset behind todays sellers that attempt to sell their own homes?
- How to explain your role as a REALTOR® and purpose of having a REALTOR®.
- Negotiating with FSBO sellers.
- Learn how to overcome objectives and the best ways to determine and meet the needs of this segment of the market.

This course is pending approval by the MN Commissioner of Commerce for 3.75 real estate continuing education credits.

1:00-4:45 pm Mortgage 101 Instructor: Rex Johnson

Do you know how financing a home works? Do you know what consumers can do to help in qualifying for financing? Do you know the resources available to your consumers? As a REALTOR, knowing this information can help you to provide direction to resources that will help with one of the most vital pieces of purchasing a new home, financing of course! This course contains information that many REALTORS® may not know, such as income qualifications, different loan options and resources for Veterans. Join us for this three hour high level course so you can better serve your buyers and sellers. This course is pending approval by the MN Commissioner of Commerce for 3.75 real estate continuing education credits.

Name

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Company

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City

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Email

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License #

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West Central Association of Realtors® WCAR Professionals Meeting Change

March 15, 2018

I will attend:

_____All Day $75 WCAR Member

$85 Non Member

_____FSBO…. $40 WCAR Member

$50 Non Member

_____Mortgage 101… $40 WCAR Member

$50 Non Member

Registration Increase $10 after March 1st

Payment Required with registration

No Refunds Given