



<b>COURSE</b>	<b>DRE CREDIT</b>	<b>ELECTIVE</b>	<b>DATES &amp; TIMES</b>		<b>PRESENTERS</b>
<b>Conquering Contracts</b>	19 CP	X	February 1, 2, 3 June 1, 2, 3 October 25, 26, 27		Rick Waite, Esq., Ed Estes, Esq., and Michael Spilger, Esq.
<b>Know Your Disclosures</b>	6 CP	X	January 26 June 29	9:00 a.m. – 4:00 p.m.	Ed Estes, Esq.
<b>Contract Essentials</b>	8 CP	X	January 25 June 28	8:00 a.m. – 5:00 p.m.	Ed Estes, Esq.
<b>Pricing a Property and The Rules of Marketing</b>	7 CP		March 21 & 22 August 29 & 30	Day 1: 9:00 a.m. – 1:00 p.m. Day 2: 9:00 a.m. – 12:00 p.m.	Jackie Oliver, Esq.
<b>Negotiations</b>	NA		February 15 June 16 (Coronado)	9:00 a.m. – 1:00 p.m. 9:30 a.m. – 1:30 p.m.	Jackie Oliver, Esq.
<b>Buyer/Seller or Landlord/Tenant</b>	6 CP		February 23 July 19	9:00 a.m. – 4:00 p.m.	Lynn Dover, Esq.
<b>26 Ways to Avoid Lawsuits</b>	4 CP	X	April 26 (Coronado) August 15	9:30 a.m. – 1:30 p.m. 9:00 a.m. – 1:00 p.m.	Michael Spilger, Esq.
<b>Get Acquainted with Other Contracts</b>	10 CP		April 28 & 29 October 5 & 6	9:00 a.m. – 3:00 p.m.	Kent Sharp, Esq.
<b>When in Doubt... Disclose!</b>	NA	X	January 20 May 19 (Coronado) August 9	9:00 a.m. - 1:00 p.m. 9:30 a.m. - 1:30 p.m. 9:00 a.m. - 1:00 p.m.	Michael Spilger, Esq.
<b>Red Flags: Title, Termite &amp; Natural Hazard</b>	4 CP		February 10 July 26 November 10	9:00 a.m. – 1:00 p.m.	Michael Spilger, Esq. (moderator)

### NEW ELECTIVES OFFERED!

<b>Short Sales: Legal Pitfalls</b>	NA	X	February 17 (Coronado) May 20	9:30 a.m. – 12:30 p.m. 9:00 a.m. – 12:00 p.m.	Michael Spilger, Esq.
<b>Understanding Municipal &amp; County Codes</b>	NA	X	January 27 March 9 (East County) May 10 (South County)	9:00 a.m. – 12:00 p.m.	Jonathan Schneeweiss, JD
<b>Confirmation Letters</b>	NA	X	February 22 (Coronado) May 24 August 15	9:30 a.m. - 11:30 a.m. 9:00 a.m. - 11:00 a.m. 1:00 p.m. - 3:00 p.m.	Jackie Oliver, Esq.

**Note: When you obtain your RMS Certification, you are required to take 3 courses every two (2) years to maintain your certification. You may select from any of the courses marked as an elective.**



Note: All class dates are subject to change. With attorneys as instructors, we are at the mercy of their court schedules. All courses are available to audit (without DRE credit) after the initial completion of the same course. There will be a small fee for replacement materials. Auditing seats are limited.

4845 Ronson Court • San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090 • [www.sdar.com](http://www.sdar.com)