



# REIMBURSEMENT FOR PROFESSIONAL DESIGNATIONS

## Earn Professional Designations and Get Reimbursed on Tuition!

Join an elite group of less than 1% of REALTORS® who hold Designations

*As a REALTOR® you know the benefits of continuing your education:*

- Increased Sales
- Competitive Edge
- Industry Expertise

*Did you know you could be reimbursed for earning a NAR Designation?*

**REALTORS®** who pursue professional designations have a distinct competitive edge as a result of their increased expertise and marketability. Based on 2008 survey data, the median income of REALTORS® without a designation was \$33,200 and the median income of those with at least one designation was \$67,900. The difference between the two is \$34,700.

**The C.A.R. Education Foundation** was established to provide education related scholarships, awards, and grants. SDAR will guide you through the application process. **REALTOR® applicants** who have completed an advanced professional designation may be eligible for monetary grants. Applications are subject to review of the C.A.R. Education Foundation Directors. Education grants are awarded solely at their discretion.

**SDAR's Fast Tracks to Success are your ticket to earning designations and continuing your education!**

Visit [www.sdar.com](http://www.sdar.com) for more information.

**See reverse for designation descriptions**

**PLEASE NOTE:** Designation course must be completed prior to submitting application, including electives, pre-requisites, production, transactions, etc. Please visit [www.realtor.org/education](http://www.realtor.org/education) for designations requirements.

San Diego Association of REALTORS®

4845 Ronson Court • San Diego, CA 92111 • Main: (858) 715-8000 • Fax: (858) 715-8088 • Toll Free (800) 525-2102 • [www.sdar.com](http://www.sdar.com)



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## *NAR Designation Courses\**

**Accredited Buyer Representative:** The overall goals of the Accredited Buyer's Representative (ABR®) Designation course are to prepare real estate professionals to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed.

**Certified International Property Specialist:** The Certified International Property Specialist Network (CIPS Network) comprises 2,500 real estate professionals from 50 countries and is the specialty membership group for global business practitioners of the National Association of REALTORS®. The CIPS® designation prepares REALTORS® to service the growing international market in their local community by focusing on culture, exchange rates, investment trends, and legal issues.

**Certified Residential Specialist®:** The Council of Residential Specialists has over a thirty-year legacy of giving residential real estate professionals the tools they need to be successful in any market. CRS delivers the education, resources and connections agents need to achieve their goals. Beyond the referral network, the high-caliber online and classroom courses and the benefits of membership, earning the CRS Designation is really about learning proven methods for making more money. Find out how you can get on the proven path to success today.

**Green Designation:** The National Association of REALTORS® (NAR) Green Designation is specifically designed to address the educational needs of practitioners in residential, commercial, and property management markets, this training program is a true cross-over designation and the only green designation recognized by NAR.

**Senior Real Estate Specialist:** The SRES® Designation program trains REALTORS® to profitably and ethically serve the real estate needs of clients age 50+. Includes first year membership in SRES Council and its umbrella of services.

## *Certification Program*

**e-PRO®:** The new e-PRO certification provides a roadmap to help you serve hyper-connected consumers of today and tomorrow. Course topics for Day 1 include the changing market, how to connect with consumers, the online conversation, and reputation management. Day 2 provides hands-on discovery of business tech tools, such as an e-strategy, mobile office, micro-blogging, rich media, and NAR resources.

**Real Estate Professional Assistants<sup>SM</sup> Certificate Course:** REPA is a comprehensive two-day certificate course that provides an intensive introduction to the real estate business and to the specific ways support staff can become valuable assets to their employers.

**Short Sales & Foreclosures Resource:** Short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities is critical. The SFR certification means you are a trusted resource, and your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through.

**Transnational Referral Certification:** The goal of this certification offered by the International Consortium of Real Estate Associations (ICREA) is to prepare real estate professionals to make and receive compensated referrals using the Transnational Referral system developed by the International Consortium of Real Estate Associations (ICREA). Students will learn how to integrate international referrals, resulting in increased income, into their business plans.

## *Additional Courses*

**Conquering Contracts:** Understand the intricacies of real estate contracts from listing to closing, including the most current Residential Purchase Agreement and commonly used addendums, while earning 19 DRE credits.

**Contract Essentials:** This course, taught by a real estate Broker/Attorney, gives students detailed information on the four basic contract agreements that residential real estate agents work with on a daily basis: the Residential Listing Agreement, the Buyer Broker Exclusive Agreement, the Residential Purchase Agreement, and the Counteroffer Agreement.

**Short Sales – Legal Pitfalls:** Short sales are fraught with potential legal, credit and tax problems. Whether a short sale is in the best interest of the seller depends on a professional analysis combining potential legal, tax and credit ramifications. The agent should also be familiar with the correct forms and procedures.

**Understanding Municipal and County Codes:** Understanding the context of local laws will give you a greater understanding of Land Use Law and what impact this law may have on your clients. This class will open your eyes to city and county violations that may come back to haunt you long after the close of escrow.

**When in Doubt, Disclose:** Discover current disclosure requirements and trends by examining case law, real-life examples, and vulnerabilities in this up-to-the minute disclosure class. Mike Spilger, Esq., teaches you the forms – and even the words – that will keep you out of trouble.

**Effective Negotiating:** Effective negotiating on behalf of others is the hallmark of the buyer's and sellers representative. This course examines positional bargaining and value negotiating. Also examines unique issues when representing someone in a negotiation and breaking the negotiation impasse. Effective Negotiating is an ABR elective.

**Know Your Disclosures:** This course was written and is taught by a real estate attorney (and broker) specifically for SDAR members. You will learn each of the numerous disclosure forms for C.A.R. and SDAR.

**The Truth about Credit Scores & Credit Reports:** Learn about the impact of Short Sales, Deeds in Lieu, and Foreclosures on your client's credit file, and properly guide them to improve and maintain their credit to help them secure loans.

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