



Get ready for the Boomers

Get up to speed with an SRES® designation

Learn distinguishing characteristics and trends of the 50+ market so that you can discern them in your own market area.

TAKE THE COURSE!

March 18-19, 2013
8:30am-5:00pm

Arizona Association of REALTORS®

Instructors:
Frank Dickens, ABR, SRS, SRES, rCRMS
Laura Kovacs, CRB, SRES

c/e 6-legal/6-general
\$179 (includes lunch)

Register:
www.regonline.com/2013SRES

presented by...
Arizona Association of REALTORS, 602-248-7787

They're not your average grandparents.

The SRES Designation Course helps real estate professionals develop the business-building skills and resources for specialization in the 50+ real estate market by expanding knowledge of how life stages impact real estate choices, connecting to a network of resources, and fostering empathy with clients and customers.

- Challenge stereotypes and draw valid generalities about 50+ real estate clients and customers.
- Adapt your communication and interpersonal approach to match generational expectations and preferences.
- Raise awareness of some dos and don'ts when striving to gain and serve the 50+ market.
- Gain an understanding of how Medicare, Medicaid, and Social Security impact the real estate decisions of 50+ clients and customers

Requirements to earn the SRES designation:
www.seniorsrealestate.com/