

2023 SRAR PROFESSIONAL EDGE SERIES



Enhance your real estate success with SRAR's Professional Edge series, designed for new and seasoned agents. This series includes our most popular classes, classes are either on zoom or in person - limited to 60 attendees.

The series is available to SRAR members for \$65, while non-members pay \$85.

Registration is required, no walk-ins are allowed. Classes don't count towards DRE credits, and refunds aren't available due to limited spots. Choose to take one or all - the price and class list are fixed.

WORKING WITH BUYERS

Learn how to find, capture, communicate, and work with buyers through to close of escrow with special "tips".

Thurs. June 15 | 2PM – 5PM | SRAR

*Wendy Silver-Hale
Master Instructor*

Snack Sponsor - Trees in L.A



CORE AGENT SKILLS

Learn the basics of search creation, listing input, map search, setting up auto-email correctly, and more Matrix platform tips!

Tue. June 6 | 2PM - 4PM | SRAR

*Kit Young
16-Year SRAR Expert in MLS Platforms*

DISCLOSURES

Join Jeff Kahn, Esq., as he takes you through the TDS, Seller Property Questionnaire, Exempt Seller Disclosure, Agency Disclosure, AVID, Buyer's Homeowner Assoc. Advisory, Buyer's and Seller's Advisory, Seller's Financing Disclosure and MORE!

Thurs. June 8 | 2PM – 4PM | Zoom

*Jeff Kahn
Esq., 20+ C.A.R. & SRAR Committees Member*

CORE AGENT BENEFITS

Explore the benefits of joining SRAR, including CRMs, Lone Wolf Technologies zipForm Edition, and eSignature platforms for your success.

Tue. June 20 | 2PM – 4PM | Zoom

*Kit Young
16-Year SRAR Expert in MLS Platforms*

LISTING PRESENTATION ROLE PLAYING WORKSHOP

In this new class Wendy Silver-Hale guides you from preparing a listing presentation to role playing your part in your mock listing presentation as either seller or agent.

Fri. July 14 | SRAR

Session 1: 10AM – 12PM

Session 2: 1:00PM – 3:00PM

*Wendy Silver-Hale
Master Instructor*

**Lunch will be provided
by Pillar to Post**



CONTRACTS FEATURING THE LATEST FORMS & UPDATES

Jeff Kahn, Esq., will guide you through the RPA and related forms, answering questions and providing reliable insights.

Thurs. June 22 | 1PM – 5PM | Zoom

*Jeff Kahn
Esq., C.A.R. Contract Task Force*

FUNDAMENTALS OF LOANS FROM PRE-QUALIFY TO CLOSE

Explore diverse loan programs for all credit levels and learn strategic financing options, including current market updates, for your clients.

Thurs. July 6 | 2PM – 3:30PM | Zoom

*Tammy Karaba
30+ Year Mortgage Expert*



7232 Balboa Blvd. Lake Balboa, CA



Register at www.srar.com/calendar



(818) 947-2229