Get ready for the Boomers

SRES℠
where the future takes shape

Get up to speed with a SRES® designation

Senior Real Estate Specialist Designation
November 13 & 14, 2018
(You must attend both sessions)
2 CE Credits (RE55R06 – Leisure Homes, Second Homes & Age Restricted Housing)

Location: GBAR Member Training & Service Center
68 Main Street, Reading, MA
Registration: 8:15 am Course: 8:30 am – 5:00 pm
Instructor: Jeff Chute ABR, SRES, GRI, GREEN, SRS, SFR, REOS, MAR "Educator of the Year, 2010

Discover the advantages of NAR's Seniors Real Estate Specialist® designation. Build your real estate business with specialized knowledge of the wants, needs and expectations of home buyers and sellers aged 50+. By earning your SRES® designation via the 2-day course, you gain familiarity with these unique buyers and sellers, and connect with a specialized referral network of more than 13,000 REALTORS®.

Earning your SRES® Designation will equip you with the tools to help today's active seniors address issues including home design, mortgage financing, capital gains issues and the tax implications for seniors selling the family home.

You will learn how to:

- Identify the power of generational demographics
- Develop and maintain relationship marketing skills
- Counsel rather than sell to seniors
- Understand the implications of tax laws, probate and estate planning.

Designation Requirements:

1. Successful completion of the two-day SRES® designation course, including an 80% passing grade on the exam.
2. Active membership in the National Association of REALTORS®.
3. Active membership in the SRES® Council. (New designees receive one-year membership in the Seniors Real Estate Council® FREE. Annual dues are $99 each year thereafter.)

COST:

❍ $279 GBAR Members

❍ $329 Non- Members

REGISTER ONLINE FOR OUR EDUCATION COURSES AT WWW.GBAR.ORG.

Complete the information below, and return form with payment to:
GBAR, One Center Plaza, Mezzanine Suite, Boston, MA 02108; or fax to: 617-812-5941 Attn. Mai Tran.

Student:_____
Company:_____
Address:_____
City/State/Zip:_____
Phone:_____
Email*:_____
*(*required for confirmation and directions notice)*

❍ Check Enclosed (made payable to GBAR)
❍ MasterCard ❍ Amex ❍ VISA ❍ Discover
Total Amount Due:_____
Name on Card:_____
Card Number:_____
Expiration:_____

Questions & Cancellation Policy? Mai Tran 617-399-7857 or mtran@gbreb.com

GREATER BOSTON ASSOCIATION OF REALTORS®