



## Senior Real Estate Specialist Designation

### Course Description

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.

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

### ATTENDING A WEBINAR

- 1 Register online at [www.gbar.org](http://www.gbar.org). You will receive a registration confirmation from [GBREB@gbreb.com](mailto:GBREB@gbreb.com)
- 2 You will receive an additional email from [Zoom no-reply@zoom.us](mailto:Zoom no-reply@zoom.us) which will include the Join Webinar Link and course information. Reminder emails will be sent prior to the start date. Should you not receive a join link, please check your spam and junk inboxes. If no email is found, please email [gbareducation@gbreb.com](mailto:gbareducation@gbreb.com) for your personal link to be resent.
- 3 You must attend the entire session with your camera on, indoors, and no driving in order to receive credit. No exceptions. For more information on rules and regulations for CE credit, please visit the course page on our website or look on your Zoom Link email.
- 4 Within 1-3 days of completion of the Webinar, we will verify your attendance from the "Zoom" report and you will receive your MA Continuing Education Certificate from [GBAREducation@gbreb.com](mailto:GBAREducation@gbreb.com). will receive your MA Continuing Education Certificate from [GBAREducation@gbreb.com](mailto:GBAREducation@gbreb.com).

### Dates

#### LIVE WEBINAR PRESENTATION:

February 7, 8, 9, 2023  
(Tuesday, Wednesday, Thursday)

**Time:** 9:00 am - 1:00 pm (must attend all sessions)

**Instructor:** Isabelle Perkins

### Continuing Education Credits

6 Massachusetts Continuing Education Credits:

RE55R06: Leisure Homes. Second Homes  
& Age Restricted Housing

RE27RC07: Tax Deferred Exchanges

RE104R18: Understanding the Basics of Reverse Mortgage

## REGISTRATION\*

GBAR Member: \$199  Non-Member: \$229

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email\*: \_\_\_\_\_

(\*confirmations are sent via email)

Check Enclosed (made payable to GBAR)

MasterCard  Amex  VISA  Discover

Total Amount Due: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration: \_\_\_\_\_

Mail: GBAR, Three Center Plaza, Mezzanine Suite, Boston, MA 02108

Fax: 617.812.5941

**Questions & Cancellation Policy:** Please reach out to GBAR at [GBAREducation@gbreb.com](mailto:GBAREducation@gbreb.com)

Other GBAR courses are available at [www.gbar.org](http://www.gbar.org) \*All dates, locations, and topics subject to change.

