



COMMITTED TO OUR MEMBERS'  
 SUCCESS IN THE REAL ESTATE INDUSTRY

**Date & Location:**

**October 14 & 15, 2010**

RANWC Lake County  
 400 Peterson Rd.  
 Libertyville, IL 60048  
 (Country Court strip mall)

**Time:**

8:30am - 5:00pm

**LATE** Arrivals will NOT be admitted for  
 CE per IDFPR regulations

(check-in at 8:00am)

Lunch break: 12-1pm

**Member Cost:**

\$250/REALTOR<sup>®</sup> Early Bird

\$305/Non- REALTOR<sup>®</sup>

To register online visit

[www.RANWC.com](http://www.RANWC.com) or send

form to:

RANWC- Attn: Education  
 1114 N Arlington Heights Rd.  
 Arlington Heights, IL 60004  
 p: 847/ 506 5030  
 f: 847/ 253 8145  
 Ramona@RANWC.com

Do you have any disabilities that  
 require special accommodations?  
 If so, please identify your needs:

\_\_\_\_\_  
 \_\_\_\_\_

# Ready for the Boom?

## Senior Real Estate Specialist

Sponsored by the Illinois Association of REALTORS<sup>®</sup>

**Instructor: Lori Cox**

*Including ABR, RSPS credit and RD953 6 hrs IL Elective CE credit (IAR# 2010-33)*

Addressing the fastest growing market in real estate, the SRES<sup>®</sup> Designation Program gives you the unique tools to position yourself as a REALTOR<sup>®</sup> who specializes in the needs of home buyers age 50-plus within your market.

**Just a few of the SRES<sup>®</sup> Designation course learning objectives:**

- Learn distinguishing characteristics and trends of the 50+ market so that you can discern them in your own market area.
- Learn the application of federal laws for Housing for Older Persons Act (HOPA).
- Develop business building outreach methods for communicating and gaining 50+ market share.
- Adapt methods for counseling the 50+ buyer and sellers.
- Develop sensitivities to 50+ issues and priorities when counseling buyers and sellers, showing properties, and managing transactions.
- Develop services that win and sustain client and customer relationships and position you as a trusted real estate advisor.
- Assemble a team of experts to help you serve 50+ clients and customers.
- Learn about the uses, benefits, procedures, and issues involved in reverse mortgages.
- Learn about uses of pensions, 401k accounts, and IRAs in real estate transactions.
- Gain an understanding of how Medicare, Medicaid, and Social Security impact 50+ real estate decisions.
- Recognize mortgage finance and loan schemes and scams that victimize 50+ borrowers.

**SEATING IS LIMITED!!!**

**\*\*All registrations MUST accompany payment.**

**Your registration will not be processed without payment\*\***

SRES- October 14<sup>th</sup> & 15<sup>th</sup> 2010

Name: \_\_\_\_\_ RANWC ID# \_\_\_\_\_

E-mail Address: \_\_\_\_\_

\*\*\*\*\*ALL CONFIRMATIONS WILL BE SENT VIA EMAIL\*\*\*\*\*

\_\_\_ Check payable to "RANWC"

\_\_\_ Credit Card, please circle one: MasterCard Visa

Amount: \_\_\_ \$250 – REALTOR<sup>®</sup> \_\_\_ \$275 after 10/9

\_\_\_ \$305 – Non REALTOR<sup>®</sup> \_\_\_ \$329 after 10/9

Credit Card # \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Exp date: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

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

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

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