

At Home With Diversity

Are You Ready for Your Next Prospect?

Margo Willis

7.5 Clock Hours

Earns Credit towards CIPS, CRS and PMN Designations

Friday, August 20, 2010

8:30 a.m.—5:00 p.m.

Check-in starting at 8:00 a.m.



In today's housing market, where client profiles are changing rapidly, earning the confidence of a potential homebuyer is more complex than it used to be. Real estate professionals who adapt to increasing cultural diversity in the market and who wisely plan to meet the needs of diverse clients gain a competitive edge and expand opportunities.

At Home with Diversity® is a course that addresses issues of diversity, fair housing, and cultural differences. The course teaches you to transact business in culturally competent ways. Now the course offers more information than ever:

- Updated statistics, demographics, exercises, and resources
- Improved focus on the subtleties of fair housing
- Greater emphasis on developing an inclusive business plan
- More details on business etiquette for specific cultures
- Additional attention to international clientele and real estate practice

This class is proudly sponsored by:



Everything you'd never expect from a mortgage lender.

509-965-5150

Brought to you by the Women's Council of REALTORS® and the Yakima Association of REALTORS®

WHEN: Friday, 8/20/10 WHERE: Yakima Assoc. Office
 8:30 a.m.- 5:00 p.m. 2707 River Road
 Check-In Starting At 8:00 Yakima, WA 98902

COST: **Just \$50.00** by 8/15/10. After 8/15/10, cost is \$60.

7.5 clock hours toward your licensing renewal, plus earns credit toward CRS, CIPS and PMN designations!

AT HOME WITH DIVERSITY: FRIDAY, 8/20/10 AT YAR

Name _____ Firm _____

Mailing Address _____

City _____ State _____ Zip Code _____

Phone _____ FAX _____ Cell Phone _____

E-mail (required to receive your clock hour certificate): _____

Mail checks and registrations to:

**Lanette Headley
 RE/Max Traditions
 301 S 72nd Ave. Yakima, WA 98908**

Make checks payable to: Central WA WCR