

Pili Meyer Presents

Two "Must Do" Classes

Mandatory Transition Course

3.5 Clock Hours

Wednesday, September 1, 2010

8:30 a.m.—12:00 noon

Every licensee who obtained a license before July 1, 2010 must complete a 3-hour Transition Course before renewing their license after June 30, 2010. (Licensees only have to take this course once; it is not required for subsequent renewals.) This course explains the [changes to the real estate license law](#) that are effective as of July 1, 2010. It covers the new licensing requirements, the duties and responsibilities of each new type of licensee, new business practices, and how these new requirements affect real estate firms.

How to Thrive in Today's Market

4.0 Clock Hours

Wednesday, September 1, 2010

1:00—5:00 p.m.

Today's market and technology beg for different strategies on the part of agents in order to do more than merely survive. As the customers demand more from us more often and come more informed, we need to deliver different, targeted information in novel ways. We must differentiate in order to avoid being a commodity. This class offers many suggestions and ideas of how to reposition yourself in this changing market.

WHERE: Yakima Association Office
2707 River Road
509-457-8191
FAX: 509-453-9716

COST:	Y.A.R. Members	Non-Members
	BOTH Classes:	BOTH Classes:
	By 8/25/10: \$65	By 8/25/10: \$75
	After 8/25/10: \$75	After 8/25/10: \$85
	At The Door: \$85	At The Door: \$95
COST:	Y.A.R. Members	Non-Members
	ONE Class:	ONE Class:
	By 8/25/10: \$40	8/25/10: \$45
	After 8/25/10: \$50	After 8/25/10: \$55
	At The Door: \$55	At The Door: \$60

(PLEASE CHECK ONE): BOTH CLASSES Transition Course Only How to Thrive Class Only

Name _____ Firm _____

E-mail Address: (Please print CLEARLY. Certificates will be e-mailed) _____

Phone _____ FAX _____ Cell Phone _____

Please make checks payable to Y.A.R. Payment may be mailed to: YAR · 2707 River Rd. · Yakima, WA 98902

To pay by credit card, please provide the following information:

Name on Credit Card: _____ 3-Digit Code on Signature Panel _____

VISA or MasterCard # _____ Expiration Date: _____

Credit Card Billing Address: _____ Billing Zip Code _____

NOTE: PAYMENT MUST ACCOMPANY REGISTRATION. Mailed registrations must be postmarked by the early registration deadline to receive the "early bird" discount. **CANCELLATION POLICY:** full refund up to "early bird" deadline. 50% refund up to 12:00 noon the day prior. \$5 fee to transfer registration to another person within the same class. W.A.R. reserves the right to make instructor substitutions without notification to registrants. Classes may be cancelled due to lack of participation. It is the student's responsibility to confirm Y.A.R. received your registration. Y.A.R. received your registration.