



# **Realty Association Training**

Thursday Noon, December 10<sup>th</sup>

## **Bill Sparkman, "The Coach"** **BUSINESS BUILDING SEMINAR**

### **KICKOFF 2010**

How to Create  
-Your Best Year Ever!-

#### **Learn:**

- **6 Steps to 6 Figures - Creating Predictable Income**
- **The Power of Evaluation and Reflection**
- **How to Create Your Personal Theme for 2010**
- **The One Tool to Create Motivation for Sustained Action**
- **How to Find Better Clients**

**Come and get ready for a breakthrough year!**

**DATE: December 10th, 2009**

**WHERE:** Realty Association Training Room

**TIME:** Noon - 1:00 p.m.

**Credit towards your GRA designation!**

## Bill Sparkman, The Coach

Bill has coached, trained, and motivated thousands of loan originators and real estate agents nationwide. He has been developing champions in the mortgage and real estate industries since 1987. His nuts and bolts, real world approach to increasing performance will move you to the next level. Bill's sales and marketing ideas are up-to-date, fresh, and proven to be successful in creating results now.



See you Thursday!



OFFICE: (615) 385-9010  
FAX: (615) 297-6580





# **Realty Association Training**

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Topic: **Selling HUD Foreclosure Homes**  
Date: **October 20th, Tuesday**  
Time: **12:00 to 2:30 PM**  
Location: **The Realty Association Training Room**

Learn how to show and sell HUD foreclosure homes. Covered topics include: agent registration, online bidding procedures, filling out the HUD contract, and earnest money procedures.

Counts as a credit towards your GRA designation!

Don't miss this opportunity to grow your business!

## **eFax for FREE! (same Fax #297-6580)**

We have already begun using eFaxing for all incoming and forwarded office faxes. When a fax comes in the front desk will forward it to the email address we have on-file for you. That way you can have access to it on your personal computer (or cell phone) and forward it to where ever you want without having to scan the document. The front desk will call you to let you know you received a fax.

There will now be NO CHARGE for incoming or outgoing faxes unless you request an optional hard copy printout (\$.07 per page for a hard copy). Just let us know if you need us to print out any of your faxes for you.

## **Color Copies now available at front desk!**

We have networked a color copier with several of the agent area computers so that you may now print color copies, flyers, MLS printouts, maps, etc. The cost for color copies is just \$.35 per page printed on standard paper stock. You may also supply your own specialty paper if you have a special print job (at \$.35 per page). Just ask at the front desk if you need assistance or have any questions.

## **Scheduled Training Dates:**

Oct 20th, Tues Noon: **HUD Training Class** (at The Realty Association)

Oct 27th, Tues: **GNAR Convention** (at Nashville Convention Center)  
Click [Here](#) for Brochure and Registration information (up to 5 hrs CE)

Nov 1st, Tues Noon: **The Coach is back!** (at The Realty Association)



# Realty Association Training

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Tuesday Noon, October 13<sup>th</sup>  
In the Realty Association Training Room

**TRA 1 – Introduction to the Tools of the Trade** (2 - 2 ½ hours):

Tools of the Trade includes navigating The Realty Association website, setting up your personal website, MLS Tracker, navigating TARnet.com and the TAR forms, introduction to RealTracs MLS, RealTracs email, the Do Not Call law, review of office policies (agency, Do Not Call, etc), paperwork requirements, and more.

This is Part 1 of our TRA training series consisting of 6 different classes. Designed for all agents. Classes may be taken in any order. Credit towards your GRA designation!

BONUS: FREE audio training CD at each of the TRA classes!

Come join us Tuesday Noon and learn about some tools to help build your business!

## Scheduled Training Dates:

Oct 13th, Tues Noon: **TRA 1 – Tools of the Trade**

(see [Announcements](#) on our website for complete course outline)

Oct 20th, Tues Noon: **HUD Training Class** (at The Realty Association)

Oct 27th, Tues: **GNAR Convention** (at Nashville Convention Center)

Click [Here](#) for Brochure and Registration information (up to 5 hrs CE)

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# **Realty Association Training**

Tuesday Noon, September 1<sup>st</sup>

**Bill Sparkman, "The Coach"**

**BUSINESS BUILDING SEMINAR**

## **How to Attack the First Time Home Buyer's Market**

**Learn:**

- **Low Cost Marketing Strategies - Big Time Results**
- **Where To Find Today's "Pockets Of Opportunities"**
- **How To Overcome Buyer Indecision**
- **How To Out-Market The Media**

**DON'T MISS THIS WEALTH BUILDING EVENT!  
\$\$ GIVE YOUR BUSINESS A BOOST! \$\$**

**DATE: September 1st, 2009**

**WHERE:** Realty Association Training Room

**TIME:** Noon - 1:15 p.m.

**Credit towards your GRA designation!**



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