



# Idaho REALTORS®

## Rookie REALTOR®

Brought to you by the Idaho REALTORS

**December 13<sup>th</sup> and 14<sup>th</sup>, 2018**  
**Boise**

**Approved for 16 elective CE hours!**

You'll learn ways to generate leads, present & explain agency to buyers/sellers, understand & complete REALTOR® forms, present offers and get transactions to close! See the latest ideas for keeping clients for life & building a repeat/referral business. Learn effective time management practices, negotiating, business planning, techniques for providing exceptional service, and much more! You'll broaden your professional circles, increasing your opportunity for learning and referrals.

**\$250 includes all materials!**  
**(non-members pay \$50 more)**

**Instructors:**

Gail Hartnett & Teena Turner

**Class Location:**

Hampton Inn and Suites  
495 S. Capitol Blvd.  
Boise, ID 83702

**Class Time:**

8:00am- 5:00pm both days

*\*In order to receive ce credit 100% attendance is mandatory\**

Please advise us within 10 days of class of any accommodations needed for the course under the Americans with Disabilities Act. Courses are made available to all qualified applicants, and will not discriminate on the basis of age, race, color, creed, religion, sex, handicap, or national origin.

**Requests for refunds** must be made in writing and received in the IAR office by December 7<sup>th</sup> at midnight. A \$25 administration fee will be deducted from all refunds. **As of December 10<sup>th</sup> no refunds will be issued.**

**REGISTRATION DEADLINE: December 12<sup>th</sup>**

**Registration Form** - *Please print legibly.*

Name \_\_\_\_\_

Firm \_\_\_\_\_

Mailing Address \_\_\_\_\_

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

Phone \_\_\_\_\_

Email \_\_\_\_\_

Real Estate License # \_\_\_\_\_

How long have you been in real estate? \_\_\_\_\_

Are you a member of the IAR?  Yes  No

**Pay/Register online at**

*or*

Register by Check, made payable to:

**Idaho REALTORS®**  
10116 W. Overland Rd.  
Boise, ID 83709  
(208) 342-3585  
apannell@idahorealtors.com

Register By Credit Card --  Visa or  MC

Please charge \$ \_\_\_\_\_

Card No. \_\_\_\_\_

Three Digit Code on Back \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_