



Get ready for the Boomers

Get up to speed with an SRES® designation

North Shore Association of REALTORS®

presents this course in cooperation with

REALTOR® Association of Pioneer Valley, Inc.

TAKE THE COURSE

Dates: Tuesday & Wednesday, February 10 & 11, 2009

Time: 9:00AM - 5:00 PM

Location: North Shore Association of REALTORS®
398 Essex Street
Beverly, MA 01915

Cost: \$399
Light refreshments, coffee & tea

To Register:

Members log-on to "my account" at northshorerealtors.com
Call: 978-232-9410
Fax: 978-232-9414
Email: ann@northshorerealtors.com

*Registration form on reverse side
Deadline for registration
Wednesday, February 4, 2009*

They're not your average grandparents.

The largest wealthiest buyer's group in the country is made up of Baby Boomers. Understand what motivates this mature demographic and make your business boom with an SRES® designation.

The Seniors Real Estate Specialist Designation: Where the future takes shape



Tuition for this course also includes:

- Placement on SRES® website
- First year SRES® member dues (\$99 value)
- 2CE credit hours 1031 Exchanges
- 2CE credit hours Leisure Homes

Seniors Real Estate Specialist



where the future takes shape

About the Instructor

Jeffery Chute, owner of J. D. Chute & Associates, Inc. has been in real estate for 25 years. In addition to running a busy real estate brokerage, & teaching CEU & designation courses, Jeff also has 8 years of prior formal teaching experience. His unique background in real estate and education and his desire to provide the utmost classroom experience will help agents become better, more professional and profitable REALTORS®.

Take this 2-day designation course and you will learn new information for an emerging area of specialty. This designation program focuses on the needs and concerns of Senior buyers and sellers. The SRES® is recognized by the National Association of REALTORS® and has over 16,000 members across the United States.

Course topics include:

- Understanding generational demographics
- The myths and realities of aging
- How Baby Boomers are changing retirement
- Marketing strategies
- Recognizing the implications of tax laws, probate and estate planning

The SRES® Designation requires the completion of a two-day course and exam.

Member Benefits:

The SRES® Council's website provides valuable information and tools available only to members and is accessed with a login ID and password.

Examples include:

- Newsletter and monthly member email updates
- Customizable marketing materials
- Hot topics (i.e., articles, trends, legal & financial information)
- Updatable bio page(personalized page that clients can view)
- Online networking forum
- Links to additional resources including the AARP, the US Census, & the National Association of Reverse Mortgages

Register on-line at www.northshorerealtors.com and log-on to your account or fax completed form with your *MasterCard* or *Visa* number to: **978.232.9414** or mail this form with your check payable to: **NSAR, 398 Essex Street, Beverly, MA 01915**
SRES® Designation Class, Tuesday & Wednesday, February, 10 & 11, 2009 - Cost: \$399. Hotel information is available for out of town guests. For information contact Ann Murphy: 978 232 9410 or ann@northshorerealtors.com.

Name: _____ Contact Phone: _____

Home Address: _____ License #: _____ expiration: ____/____/____
(mm/dd/yy)

NRDS#: _____ Email: _____

Company: _____ Phone: _____ Local Assoc: _____

I have enclosed my check made payable to NSAR in the amount of \$_____. ~OR~ Please charge my MC/VISA \$_____
account # _____ exp. date _____

Name on Card (print) _____ (signature) _____

Billing Address, City, State, Zip _____

Cancellation Policy: North Shore Center for Real Estate Education reserves the right to reschedule, postpone, change or cancel class if deemed necessary. If the school cancels, a full refund will be issued. In the event of inclement weather, please contact the Center at 978.232.9410

Refund Policy: Students withdrawing after **Wednesday, February 4, 2009** will not receive a refund. "No shows" not paid in advance will be billed full tuition.