

**April 30 - May 1, 2007
Monday-Tuesday
8:30 am – 5:30 pm**

15 hours of real estate
continuing education *elective*
(Does not include mandatory 6 hours legal)

Tuition: \$275.00

Class Location:
Odessa Board of REALTORS®
4708 E. University Blvd.
Odessa, TX 79762

**Coupon Value good only for
April 30 – May 1, 2007**

**Registration Deadline for
Coupon Value
April 20, 2007**

*After April .20th - Cost for Course \$325
Cost at the Door \$350*

For more information:

Call: 806-797-0769

Email: tarrec_lubbock_tx@yahoo.com



Accredited Sellers Representative (ASR®) With Philip Schoewe

The Accredited Seller Representative® (ASR®) Designation benefits sellers by training agents on how to better serve the needs of today's seller. Agents completing the ASR® Designation program have a more comprehensive understanding of both marketing and market trends, as well as being able to more effectively negotiate on behalf of the sellers they represent.

ASR® training provides instruction on effectively choosing a market for specialization; personal branding strategies; in-depth comparative market analysis; preparing the seller; creating relationships with buyer agents; negotiating strategies; and effective use of pre-printed agreements to provide adequate protection for the seller. The two-day course also sharpens a seller's agent's overall skills, including: preparing for the listing appointment; effectively pricing and positioning the property; effective marketing techniques for a new generation of buyers; property disclosure and contract provisions to protect the seller; and defect resolution issues.

Philip Schoewe is the only practicing attorney who, while holding both the REEA DREI and the TRETA™ CREI™ teaching designations is also actively a REALTOR®. Philip's Seller Representation background includes a Pinnacle Year of 194 closings during which time he also listed 161 residences, closing 160 of them during the listing period – a 99.38% success rate. Integrated Technology is part of his repertoire as he has developed several real estate programs matching buyers and sellers. Philip's unique combination of law, real estate sales, technology and International Multi-Cultural Teaching Skill Sets underscore global yet local acumen with a commitment to educating today's brokers and agents. Philip became a REALTOR® in 1977, an Attorney at Law (Texas BAR) in 1979, a Texas Real Estate Broker in 1980 and is also a Texas Mortgage Broker (# 22005). He is a New Mexico Qualifying Real Estate Broker and an Active Proprietor Real Estate Broker in Oklahoma. **Some of Philip's Designations/Certifications include:** GRI, MRA, CSRC™, CREI™, ABR®, ABRM®, CRS, CRB, DREI, CIPS, RECS, C-CREC®, e-PRO, SRES, RFS, ASR®.

**[] Please register me for the ASR course...\$275.00. Return this form with your payment to:
TARREC. 1615 Ave. Q Lubbock, TX 79401 *TREC Provider MCE#0288**

Name: _____ Company: _____
License #: _____ Email: _____ Phone: _____
Address: _____ City, State, Zip: _____
(Billing address zip code for credit card)
Check # & Date: _____
Visa/MasterCard accepted: _____ expiration date: _____

* Confirmation of your registration will require payment & will be sent by e-mail. Please use it as your receipt. If e-mail is not available, confirmation will be mailed. * Payment must be received no later than 3 business days prior to the start of class. No refunds. Registered Students who cannot attend the course as scheduled may take the course within 12 months at any location in which TARREC™ is administer or sponsor of the course.

For Office Use Only: Confirmation sent by email _____ or by mail _____