

The Spokane Association of REALTORS® presents:
Our next Education Excellence Series

(2) Classes with Terry Eccles-Pettet:

“Top Shelf Business Practices” - 3.0 clock hours
“Social Media Marketing for REALTORS®” - 3.5 clock hours

Instructor: Terry Eccles-Pettet is a seasoned REALTOR®, Broker/Owner, Instructor who brings real-world experiences to her training. Her real estate strategies all start with High Tech Touch ideas to help you increase your bottom-line, find balance in business and sell real estate with heart, humanity and grace.

\$40.00 Early Registration (\$55.00 after Nov. 14, 2019)
(1st Class 8:30-11:30, 11:30-1:00 Membership Meeting & Lunch, 2nd Class 1:00-4:30)
Non-SAR Member: \$55 Early Registration (\$70 after Nov. 14, 2019)

Includes two classes, lunch, and a networking morning and luncheon opportunity, and SAR General Membership Meeting during the lunch hour. Don't miss these two classes!

You can register @ www.spokanerealtor.com or return this form to Tami with your payment.
(Class w/lunch must be pre-paid)

Membership Meeting & Lunch only @ 11:30 for only **\$20.00 (\$30.00 after Nov 14, 2019)**
Call the SAR to reserve your seat or pay online under meetings.

- “Top Shelf Business Practices” (8:30am-11:30am)**
“How” we do business is a crucial factor toward your success. This class delves into top shelf practices that will help take your business, and reputation, to the next level.
Networking/Meeting & Lunch Buffet: (11:30am-1:00pm)
- “Social Media Marketing for REALTORS®” (1:00pm-4:30pm)**
This introductory course enables you to clearly understand social media marketing. You will gain the foundation required to create and implement a social media marketing plan and know how to quantify its success. This course introduces social networking (Facebook, Twitter and LinkedIn) and personal medial channels (blogging, YouTube and Flickr). You will also learn to use a client conversion model for finding and converting contacts into clients that generate in-bound warm-market referrals.

Thurs. November 21, 2019

Location:
**Centerplace Regional
Events Center**

**2426 N. Discovery Place
Spokane Valley, WA 99216**

Registration opens: 7:30 a.m.
Class starts at 8:30 a.m.

Instructor:
Terry Eccles-Pettet

EDUCATION REGISTRATION FORM

**(2) Classes with Terry Eccles-Pettet includes Lunch & General Membership Meeting
Thursday, November 21, 2019**

Name _____

Cell _____ Office Phone # _____ Email _____

Make check payable to SAR and mail to:
Spokane Association of REALTORS®
1924 N . Ash, Spokane , WA 99205

**If you'd like to pay by credit card,
please call Tami Peterson at (509) 326-9222**

Cancellation Policy: A refund will be granted until Noon three days prior to class, after which time there will be a 50% refund. Anyone not showing up for registration (and staying for class) will not be given a refund.