



AT HOME WITH DIVERSITY® Stay Competitive in a Changing Market

The real estate industry is constantly evolving and so are the demographics, concerns and preferences of buyers and sellers. If you are a REALTOR® earning your AHWD certification will enable you to work successfully with clients from diverse backgrounds.

You will learn to:

- Understand the subtleties of U.S. fair housing laws.
- Assess and understand demographic shifts and their impact on the real estate industry.
- Have greater cultural competency and sensitivity.
- Handle business etiquette for specific cultures to build trust and retain clients.



 **Date:** April 6, 2026
Time: 10AM - 4PM
Fee: \$49 / Renewal \$20
Instructor: Albert Tran, AHWD® Instructor
Location: 11890 Hesperia Rd.
 Hesperia, CA 92345

HDAOR MEMBERS:
 Join us in the HDAOR Event Room to watch it LIVE at the special low pricing! *Lunch Provided.*

 *Register at:*
ims.vvar.com or 760-244-8841

- **Plus, you'll have access to:** (One-time AHWD Certification Fee to NAR: \$79)
- Marketing Materials
 - Shareable Content
 - Networking Groups
 - Online Member Directory

Earn your AHWD certification and evolve with new client expectations and the growing housing market.

