



## Hilary Walker Class Schedule

Register At [www.AmericanREU.net/classes](http://www.AmericanREU.net/classes)

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### SRES® Seniors Real Estate Specialist

Get Ready For The Baby Boomers.

A generation of opportunity. Right at your fingertips.

2 DAY WORKSHOP - For Real Estate Professionals That Want to Stand Out in a Boomer's Market

Baby Boomers represent the largest and wealthiest group of buyers and sellers in the country. Understand what motivates this growing market and how to address their needs with the prestigious SRES® designation.

This two-day training program offers real estate professionals the unique opportunity to learn and build key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues. Seniors Real Estate Specialists® learn how to:

- Identify the power of generational demographics
- Develop and maintain relationship marketing skills
- Counsel rather than sell to seniors
- Understand the implications of tax laws, probate and estate planning



*When*

Tue Feb 26 09:30am to 05:30pm



*Where*

Newnan-Coweta Board of Realtors®  
8 Bullsboro Drive - Newnan, GA

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### List That House

If you list - you last!

In a highest and best offer situation, the LISTING agent always gets paid!

Learn the prospecting strategies and listing business building techniques from a 100+ listing per year specialist.

Take this course and explode your real estate business!



*When*

Tue Oct 1 10:00am to 01:00pm



*Where*

Newnan-Coweta Board of Realtors®  
8 Bullsboro Drive - Newnan, GA

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