



## Hilary Walker Class Schedule

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

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### Here Comes the BOOM!® Working with the Baby Boomer Client

Ready or not, the Boomers are coming! Every 7 seconds a boomer retires. Baby boomers represent the wealthiest segment of the population and real estate professionals need to be aware. We will discuss the size, wealth and the online habits of the boomers.



*When*

Thu Aug 8 10:00am to 01:00pm



*Where*

The Webster Firm, P.C. Old Peachtree  
1140 Old Peachtree Rd - Suite C - Duluth, GA

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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*

Thu Aug 22 09:30am to 05:30pm



*Where*

The Webster Firm, P.C. Old Peachtree  
1140 Old Peachtree Rd - Suite C - Duluth, GA

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*When*

Fri Nov 1 10:00am to 01:00pm



*Where*

American Real Estate University - Covington  
1123 Church Street - Suite 103 - Covington, GA

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