

S.E.C. Education Foundation Courses

Interested in innovative real estate education? You can bring this exciting and profitable information to your city, region, Board of Realtors, or Commercial Real Estate Board. Would your local Board of Realtors or Commercial Real Estate Board be interested in hosting any of our courses? The S.E.C. Education Foundation approved courses and instructors listed below are among the very best offered! (CC) Indicates a Core Course

Please see course details on the pages that follow this questionnaire. Be the host of one or more of the courses. Just complete the questions below and fax 858-488-8063, or mail this form to the S.E.C. Office, Society of Exchange Counselors, 5580 La Jolla Blvd., #110, La Jolla, CA, 92037.

Name _____
Email _____

City/State _____
Phone _____

PLEASE CONTACT ME REGARDING THE FOLLOWING COURSE(S):

Please Note: (CC) indicates a Core Course

EQUITY MARKETING / EXCHANGING

INSTRUCTORS

The Seven Deadly Sins of Marketing (2 to 4 hours)

Ted J. Blank, S.E.C., CCIM

COUNSELING

Counseling for Action (16 hours) (CC)

Wes Dingler, S.E.C.
Peter R. West, S.E.C., CCIM

Understanding Your Client (8 hours) (CC)

Ted J. Blank, S.E.C., CCIM

Counseling for the Serious Exchanger (8 hours) (CC)

Ted J. Blank, S.E.C., CCIM

Exchange Magic (8 hours) (CC)

Gary Vandenberg, S.E.C., ALC, CCIM

CREATIVE REAL ESTATE FORMULAS

Creative Real Estate Formulas (4 to 8 hours) (CC for 8 hours)

Charles E. Sutherland, S.E.C.

Broker Estate Building (2 Day Course)

Gary Vandenberg, S.E.C., CCIM
John Brennan, S.E.C., CCIM

S.E.C. Education Foundation Courses

[] **Broker Estate Building (1 Day)** Gary Vandenberg, S.E.C., CCIM
John Brennan, S.E.C., CCIM

[] **Formulas in Today's Broken Market (8 hours)** Mark A. Johnson, S.E.C., CCIM
Tommy Cummings, CCIM

MODERATOR TRAINING COURSE

[] **Certified Moderator Course (2 days & 1 evening) (CC)** Wes Dingler, S.E.C.
Brandon Sanders, S.E.C.

MARKETING THE S.E.C. WAY

[] **Methods of Moderating and Marketing (2 Days)** Wes Dingler, S.E.C.
Brandon Sanders, S.E.C.

[] **How to Market a Difficult Listing in any Economy! (8 or 16 hours)** Stephen R. England, S.E.C., AFM
Ted J. Blank, S.E.C., CCIM

[] **Tough Questions in Tough Times = Closed Transactions (4 hours)** Ted J. Blank, S.E.C., CCIM

[] **Applying Lessons from the World's Toughest Races** Jason Mittman, S.E.C.

CREATIVE REAL ESTATE FINANCE

[] **Owner Financing - The Paper Course (8 hours)** Dana Barnes, S.E.C.

REAL ESTATE DEVELOPMENT

[] **Development (Understanding the Development Process) (8 hours)** Chris Dischinger, S.E.C.
William E. Stonaker, S.E.C., CCIM