



## CRS/WCR/DABR CE & Networking Event

### You Are Invited!

On **April 23, 2010** through the joint efforts of the CRS-Ohio Chapter and the Dayton, Cincinnati & Clark-Champaign Chapters of the Women's Council of REALTORS, along with the support of the Dayton Area Board of REALTORS, there will be a Continuing Education and Networking reception with wine and hors d'oeuvres from Dorothy Lane Market.

The cost of this exciting event, including CE and Networking reception, will only be \$10 per person. You can register with a credit card by calling the Dayton Area Board of Realtors at (937) 223-0900.

**We look forward to seeing you there!**

## "Working with the eee-Buyer"

### Instructor – Alec Hagerty



#### Course Description:

For the past 20+ years we've seen a trend away from the Real Estate Agent/Brokerage being the "Gatherer, Keeper & Distributer" of all the pertinent real estate information! The Internet and the growing use of Technology has spawned a more knowledgeable Consumer who has learned how to Find, Research, Preview, Price, Review / Analyze Mortgage Information, and obtain Loan Approvals etc.

Agents now have to find new ways to bring value to this Consumer and to develop into the Consumers "Trusted Advisor". Add in "generational differences" and agents find themselves in need of new levels of training to increase their strengths and value to the Consumer. This course will highlight areas where the agent should develop further understanding in order to be relevant in this "changed" and "changing" environment.

#### Course Details:

**2:00 - 4:00 PM** at the Dayton Area Board of Realtors  
located at 1515 S. Main St, Dayton, OH 45409

**CE Credit:** 2 Hours - Certificate Provided At End of Class

**\*Networking reception will immediately follow the CE Class until 6:00 PM\***

With wine and hors d'oeuvres from Dorothy Lane Market

**Bring plenty of business cards to pass out and for door prizes!**

**Call (937) 223-0900 To Register**