



# Get ready for the Boomers

## They're not your average grandparents.

10,000 baby boomers turn 55 everyday and they are changing the face of retirement. It's time to learn how to:

- Get more business, make more money and close more deals by understanding the aging baby boomers.
- Provide the services and resources that the aging baby boomers need the most.
- Develop a professional team of experts that will differentiate you from your competition.
- Market and target a growing retirement population.
- Craft a real estate consulting business to serve the largest section of the buying public.

**SRES**   
where the future takes shape

Get up to speed with  
an SRES® designation.

**May 15 &  
May 16, 2008**

**Thursday & Friday**

9AM - 4PM

Cost: \$399.00

**Instructor:**

**Leonard Elder, DREI, SRES**

**Location: West Maricopa  
County Regional Association  
of REALTORS®**

10451 Palmares Dr.  
Suite 203N, Sun City, AZ

**To Register:**

**520-327-6849**

**1-800-794-1390**

[www.HoganSchool.com](http://www.HoganSchool.com)

ADRE Credit Issued by:  
Hogan School of Real Estate

**West Maricopa County  
Regional Association of REALTORS®**



# Seniors Real Estate Specialists® Designation Course



## Leonard C. Elder, DREI, SRES

Len's high energy and dramatic style coupled with his up to-the-minute knowledge of his course material captivates audiences. A Hogan School Senior Staff Instructor, Len received his B.A. from Capital University majoring in Economics and Speech Communications and his law degree from Capital University Law School. He was awarded the DREI Professional Designation (Distinguished Real Estate Instructor) by the Real Estate Educators Association in 2005 and has served as President of the Southern Chapter of the Arizona Association of Mortgage Brokers and on the state board of directors of the Arizona Association of Mortgage Brokers.

## SRES® Designation Requirements

Three (3) requirements must be met to attain and use the SRES® designation:

1. Successful completion of the two-day SRES® Designation course, including an 80% passing grade on the exam.
2. Maintain active membership in the National Association of REALTORS®.
3. Maintain an active membership in the SRES® Council.



*The first year of membership in the SRES® Council is included with the SRES® Designation course fee. However, every year thereafter will require payment of annual dues of \$99.*

## West Maricopa County Regional Association of Realtors®

**Thursday & Friday, May 15 & 16, 2008**

**9 AM - 4 PM** (Check-in begins at 8:30AM)

**COST: \$399** (includes SRES® course material)

**LOCATION: 10451 Palmeras Dr., Ste. 203N, Sun City, AZ**

**ADRE CREDIT: 3 hours RE Legal issues credit + 9 hours General credit**

**REFUND POLICY:** If the program is cancelled by Hogan School, a full refund will be given. Any cancellations received less than 48 hours from class start date will be subject to a \$50 cancellation fee.

## REGISTER NOW!

**PHONE...520/327-6849**  
**800/794-1390**

**WEB...www.HoganSchool.com**

**FAX...520/325-8950**

**MAIL...4023 E. Grant Rd.,**  
**Tucson AZ 85712**

### Registration Deadline: May 9, 2008

SRES® DESIGNATION PROGRAM - May 15 & 16, 2008

NAME \_\_\_\_\_

DATE OF BIRTH \_\_\_\_\_ DAYTIME PHONE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

EMAIL \_\_\_\_\_

\$399 enclosed:  Check  VISA  MC  AMEX  DISCOVER

Account # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Credit Card ID#: \_\_\_\_\_

Signature \_\_\_\_\_