



# Business Planning (#100)

Class provided by AAR and the West Maricopa County Regional Association of REALTORS®

## January 31, 2008



### Students will:

- ❖ Understand that as an agent they are business owners
- ❖ Comprehend and understand the value of a business plan
- ❖ Understand personal business style and write an individual plan complete with personal values, goals, planning, commitments and budget

### Student Quotes:

*"A better understanding of how a business plan differs from goal setting."*

*"Great techniques and forms to help with budgeting and planning."*

Course Alternative: If you have been in real estate for 3 years or more or had a production of 36 closed transaction sides, you are eligible to take a one or two-day 300 elective module (of your choice) in lieu of this module. Fill out the application form found on [www.aaronline.com](http://www.aaronline.com) prior to taking class and send it to Brittni Matt, Arizona Association of REALTORS®, 255 E. Osborn, #200, Phoenix, Arizona, 85012.

**Where: Sun City Classroom 10451 W. Palmeras #203-N Sun City, Az. 85373**      **Time: 8:00 a.m. – 5:00 p.m. (registration begins at 7:30a.m.)**

**License Renewal Hours: 6-general**      **Instructor: Nancy Seago**

**Payment:** Must accompany registration form. Fax credit card registrations to 623-974-3789. At-door registrations will be accepted on a space available basis. \$20.00 fee charged on returned checks.

**Cancellation:** Fees will be refunded, less a \$20.00 service charge, if written notification is received one week prior to the class -- after that, no refunds will be given.

**Questions regarding this class:** Contact Melody Hoover at 623-931-9294.

**Students have five years to complete the program from the date of their first class.** Only REALTORS® and REALTOR ASSOCIATES® are eligible to hold the GRI designation. For additional information regarding the GRI requirements, contact AAR at 602-248-7787 or 1-800-426-7274.

Name: \_\_\_\_\_ Nickname: \_\_\_\_\_ NRDS# \_\_\_\_\_

Firm Name/Mailing Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ e-Mail: \_\_\_\_\_

Name of local association: \_\_\_\_\_

Number of years in real estate:     Less than 1 year     1-3 years     3-10 years     over 10 years

I have a disability that requires special accommodations

Check here if you do not want to receive GRI course calendars/updates via e-mail

This is my last GRI class       This is my first GRI class (\$25.00 application fee due)

### Fees (circle all that apply)

\$70.00 (until 01/24/08)

\$90.00 (after 01/24/08)

\$25.00 (GRI application fee – 1<sup>st</sup> class only)

\$30.00 (GRI designee)

**Amt. Paid:** \$ \_\_\_\_\_

### Method of Payment

Check (# \_\_\_\_\_) or Cash \$ \_\_\_\_\_

Credit card type: AMEX DISCOVER MC VISA

CC# \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature: \_\_\_\_\_

**Send payment to:** West Maricopa County Regional Association of REALTORS® 10451Palmeras Dr. Ste.203-N Sun City, Az. 85373 Attn:Melody Hoover **FAX #623-974-3789**

**The GRI designee is the best prepared and most knowledgeable Arizona real estate practitioner.**