



# Multi-Cultural Marketing (#307)

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

## June 10, 2008



### Students will:

- ❖ Learn how differences in cultural style impact the real estate transaction process and how to manage those differences to build successful business relationships
- ❖ Learn how multi-cultural etiquette can lead to success with your new clients and customers
- ❖ Develop sound diversity strategies to incorporate into your overall business plan

### Student Quotes:

"I gained awareness of how to more effectively work with multiple ethnic groups."

**Where:** WeMar's 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-Fair Housing Law

**Instructor:** Tina Robbins

**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 05/27/08)
- \$90.00 (After 05/27/08)
- \$25.00 (GRI application fee – 1<sup>st</sup> class)
- \$30.00 (GRI designee)

### Method of Payment

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

Credit card type: AMEX Discover MC VISA

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

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

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

**Send payment to:** West Maricopa County Regional Association of REALTORS® 10451 W. Palmeras 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.**