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I s l a n d s  
A s s o c i a t i o n  
O f  
R E A L T O R S ®

Only \$99!  
Or \$49 each with a  
fellow REALTOR!

*Date: Oct 28 & 29, 2008*

*Time: 9:00 am - 5:00 pm*

**Learn how to:**

- Effectively list and sell real estate
- Create and achieve goals that will help your business flourish!
- Manage your time so that each moment counts!
- Successfully negotiate for both buyers and sellers.
- Understand how to utilize auctions, foreclosures, and estate sales to help your business grow!

**Target Audience:**

This two-day course is designed to help *newer agents* (licensed within the past 5 years) to become more productive, profitable, and successful at their business. It is also designed to refresh experienced agents on the basics of RE.

*The Cape Cod & Islands Association of Realtors is Pleased to Present:*

# 101 R E A L E S T A T E

**The more you know, the more you earn!**  
*Invest in yourself!*



This 2-day program focuses on teaching REALTORS® the skills they need to be **successful and lucrative** in today's highly competitive market. Come learn the essentials of **successfully listing and selling real estate**, effectively **promoting yourself and prospecting**, **managing your time** efficiently to make each minute more profitable, and how to turn **objections into opportunities**.

In addition, learn how to **negotiate skillfully** and work well with buyers and sellers to become the **most profitable agent you can be**. As a bonus, learn how to **utilize auctions, foreclosures, and estate sales** as business opportunities!

*Earn 2 CE credits for Foreclosures/Estate Sales/Auctions!*



22 Mid-Tech Drive  
West Yarmouth, MA 02673

Phone: 800-442-0006  
Fax: 508-771-0067  
E-mail: [education@cciaor.com](mailto:education@cciaor.com)

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

*Sign-up Info on Page #2*

# REAL ESTATE 101

**Karen A. Jaworski**, ABR, CRS, CBR, GRI, LTG, is the Owner/Partner of Seashore Real Estate in Harwichport, Massachusetts. She represents Buyers and Sellers on a daily basis and has been a REALTOR with the Cape Cod and Islands Association of REALTORS since 1979. She instructs the Cape Cod and Islands Association of REALTORS, Inc. New Member Orientation program and also teaches the NAR-required Quadrennial-Code of Ethics class to our existing members on a monthly basis. Her classes offer advice regarding day-to-day real estate business practice.

At the Local level she has served as Association and MLS President, Professional Standards Committee Chair, Chair of the Education Task Force and is a certified Mediator. Karen was named REALTOR of the Year in 1996 and received the Charles F. Lockhart Distinguished Service Award in 2003. At the State level she has served as a State Director, Regional Vice President, member of the Education committee and presently serves as a GRI Dean, is a member of the Professional Standards Committee and is the 2008 Mediation Committee Chairman.

Karen has a Bachelor of Science degree in Education from The State University of New York, Oswego. She is married, has three children, three grandchildren and two Yorkies.

**Jim Accurso**, GRI, CRS, has been a real estate professional all of his adult life, having begun his career in 1972 as a salesman, earning top honors for sales and his untiring efforts and participation in Realtor Associations. Jim's endeavors have taken him into many facets of real estate including owning/managing his own brokerage company, working as a speaker and trainer, and serving as the Regional Vice President (Florida and New England) of a national real estate marketing services company. A GRI, CRS, licensed community association manager, mortgage broker and yacht broker, Jim is the president of The Auction Company & Associates, Inc., offering auctions as an alternative marketing method to sellers in every marketplace.

*Sign up now with a fellow REALTOR® and **you each pay \$49!** It's a two-for-one deal!*

*To get the \$49 rate, just check the box below, and write the name of your friend who is also signing up!*

I'm signing up with a fellow REALTOR®!

Name of fellow REALTOR®: \_\_\_\_\_

Now, just circle the special \$49 rate below! (for the 2 for 1 deal, please fax or call registration)

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## Registration Form

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License #: \_\_\_\_\_ Expiration: \_\_\_\_\_ Home Tel.: \_\_\_\_\_

Home Add.: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Amount Enclosed: (circle one) **\$99 for CC&IAOR + PASS Members! -or- \$49 with a friend!**

**\$149 for Non-Members**

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Credit Card #: \_\_\_\_\_

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

October 28 & 29, 2008  
9:00 am - 5:00 pm