

# SAR FACULTY SEMINAR

## DATE

Wednesday, February 8, 2012

## TIME

9:00am - 1:00pm

## LOCATION

SAR Mack Powell Auditorium  
2003 Howe Avenue  
Sacramento, CA 95825

## COST

\$35 (Members) \$45 (non-Members)  
if paid by Monday, Feb. 6

\$45 (Members) \$55 (non-Members)  
if paid on Monday, Feb. 6

\*Broker Tuition Card Class

## CREDIT

No DRE credit

## TO REGISTER

Register online at <http://ims.sacrealtor.org>  
or fax with payment to 916-779-3945.

Questions: 916-437-1210

\*24 hour cancellation notice needed to receive refund.

# Representing the Small or 1st Time Investor

Instructor: Gary Hancock, SAR Faculty Member

- Apply what you learned in the first class. Bring your personal laptop including the Windows Spreadsheet Application EXCEL
- We will search Metro List for ACTIVE AND SOLD properties and complete the APOD Form in a group setting.
- Design "Appreciation Table" in your EXCEL worksheet, do not be intimidated, everyone will leave the class having designed their own table.
- You will learn how to use the Appreciation Table as a consulting tool for determining existing property appreciation rates, use when referring to the historical price chart and calculating needed appreciation rates for ROI decisions.

All this and more will be discussed at the "Representing the Small or 1st Time Investor" class on February 8, 2012

SACRAMENTO



ASSOCIATION OF REALTORS®

2003 HOWE AVE.  
SACRAMENTO  
CA 95825-0176

For a complete schedule of classes,  
visit [www.sacrealtor.org](http://www.sacrealtor.org)

NOTE TO EXCHANGORS: If you are not a member of Sacramento Association of Realtors I have made arrangements for you to attend at the Member price. Simply note SREEG on your check or application and enclosed the Member Price.

This course is sponsored by the Sacramento Association of REALTORS®. However this sponsorship does not constitute an endorsement of the views or opinions which are expressed by the instructor, authors or lecturers.

## REGISTRATION FORM

1st Time or Small Investor- February 8, 2012

NAME

COMPANY

ADDRESS

CITY

EMAIL

PHONE

METHOD OF PAYMENT: (Please check one)  VISA  MASTERCARD  AMEX  DISCOVER  CHECK (MAKE CHECK TO SAR)

AMOUNT ENCLOSED: \$ \_\_\_\_\_

ACCOUNT NAME

ACCOUNT NUMBER

SIGNATURE

EXPIRATION DATE

SECURITY CODE