

## March 2018

03/05/18	09:00 - 3:30	Contract College Part I: Residential Purchase Agreement
03/07/18	09:00 - 03:30	Accredited Buyer Representative (ABR) Designation - Day 1
03/08/18	09:00 - 03:30	Accredited Buyer Representative (ABR) Designation - Day 2
03/09/18	09:30 - 12:30	Code of Ethics Training with David Compton
03/12/18	09:30 - 12:30	Contract College Part I: Residential Listing Agreement
03/14/18	11:00 - 01:00	How to Win in Real Estate with Content Marketing
03/19/18	09:30 - 12:30	Contract College Part I: Disclosures & Associated Forms
03/21/18	09:00 - 04:30	Generating Buyer & Seller Leads: Capture, Qualify, Convert
03/21/18	11:00 - 12:30	Removing Environmental Risks from the Real Estate Transaction
03/22/18	09:30 - 12:30	Probate Training from A to Z for Real Estate Professionals
03/22/18	10:00 - 11:00	Sell High, Tax Low
03/23/18	09:30 - 12:30	Broker/Salesperson License Renewal (45 Hours CE)
03/23/18	12:00 - 01:30	Understanding Your NHD Report
03/26/18	09:30 - 03:30	Contracts College: Negotiation Strategies, Pitfalls and How Forms Work Together
03/26/18	09:30 - 02:00	Got Nancy: Agent and Assistant Training ( Day 1)
03/28/18	08:00 - 05:00	Senior Real Estate Specialist (SRES) Designation - Day 1
03/28/18	09:00 - 12:00	The REAL DEAL in Real Estate Investments
03/28/18	09:00 - 03:30	Pricing Strategies: Mastering the CMA Certification
03/29/18	09:30 - 02:00	Got Nancy: Agent and Assistant Training ( Day 2)
03/29/18	03:00 - 05:00	International Deal Structure: Investing US Dollars Abroad

This calendar is subject to change. Please refer to the Education calendar on our website at [www.bhglaar.com](http://www.bhglaar.com) for up to date class information.

All seminars are held at:  
**BEVERLY HILLS/GREATER LOS ANGELES ASSOCIATION OF REALTORS®**  
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