



*North Dakota Association of REALTORS® present:*

**March 29-31, 2016 (Minot, Bismarck, & Fargo)**

## ➤ **Mind Your Own Business**

**(3 hours ND Continuing Education Pending – watch [ndrealtors.com](http://ndrealtors.com))**

**3 hours Minnesota CE Pending**

Many REALTORS® get in the business with bright eyes and believe business will simply flow their way. Proper planning and execution are seldom a major concern of real estate professionals –both experienced and inexperienced in the business. This course is designed to better prepare the REALTOR® for the financial rollercoaster of the real estate business. This course is also designed to give you the tools to “mind your own business” such as: financial concerns, communication with today’s consumer, resources for a successful budget, and risk factors/ risk reduction steps available. A great course for both newer agents & those that have been in a while but would like help with a business plan.

## ➤ **Social Strategies 2016**

**(3 hours ND Continuing Education Pending – watch [ndrealtors.com](http://ndrealtors.com))**

**3 hours Minnesota CE Pending**

Social Media is changing the way the world is communicating. Internet tools are offering enhanced avenues for real estate agents to communicate more effectively and market their services to buyers & sellers. This class offers instruction of effective methods for agents to use with today’s new generation to offer a higher level of service and be in a better position in offering real estate advice using social media. Learn about various internet tools that are available, understand the social media platforms that exist today while learning social media strategies and best practices for engaging consumers.



Rob Mehta’s experience spans 18 years in the real estate industry as a broker, broker/owner and also as co-founder and partner of a real estate brokerage in Minneapolis and a real estate brokerage and consulting company in Bangkok, Thailand. Currently, Rob serves as Director of Strategic Planning, Business Development and Initiatives for Coldwell Banker Burnet. Rob has served as President of the Minnesota Association of REALTORS®, as well as Presidential Liaison to the Technology & Business Issues Group at NAR and Chair of NAR’s Young Professionals Network. When he’s not working you might catch him in his airplane or on his motorcycle. You might also be familiar with him as the guest host of the hit DIY Network show “Sweat Equity”.

- Courses are for all real estate Brokers and Salespersons
- Every ND licensee (except those that are exempt or licensed within the last year) will need 9 hours continuing education (CE) from November 16, 2015 thru November 15, 2016.
- Note: There is no mandatory course for this CE cycle.

**Please check (✓) which location, class, and date you plan to attend:**

**Minot** – Grand Hotel Minot – 1505 N Broadway 701-852-3161

☐ Mind Your Own Business—Tue, March 29 (8:30 – 11:30 am)

☐ Social Strategies 2016--Tue, March 29 (1:00– 4:00 pm)

**Bismarck** – Ramkota Hotel –800 S 3<sup>rd</sup> St 701-258-7700

☐ Mind Your Own Business – Wed., March 30 (8:30 – 11:30 am)

☐ Social Strategies 2016—Wed, March 30 (1:00 – 4:00 pm)

**Fargo** – Hilton Garden Inn – 4351 17<sup>th</sup> Ave S 701-499-6001

☐ Mind Your Own Business—Thursday, March 31 (8:30 – 11:30 am)

☐ Social Strategies 2016—Thursday, March 31 (1:00 – 4:00 pm)

**REALTORS®:**  
**Register online at**  
**[www.ndrealtors.com](http://www.ndrealtors.com)**

(You will need your [realtor.org](http://realtor.org)  
log in and password)

**Please Note! When paying**  
**on line make sure to pick by**  
**location & class.**

<b><u>Cost for each course:</u></b>	REALTOR®	Non-Member
On or before March 23 <sup>rd</sup>	\$50	\$75
March 24 <sup>th</sup> – March 28 <sup>th</sup>	\$75	\$100
Walk-Ins on day of class	\$85	\$110

**Important!!**

***Please be sure you have checked class  
and location above!***

***Please print or attach business card:***

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email \_\_\_\_\_

**Please make checks payable and mail to:**

ND Association of REALTORS®

318 W Apollo Avenue – Bismarck, ND 58503  
701-355-1010/800-279-2361 Fax: 866-665-1011

[info@ndrealtors.com](mailto:info@ndrealtors.com)

☐ Enclosed is my check for \$ \_\_\_\_\_  
☐ MasterCard ☐ Visa ☐ Discover  
☐ American Express

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Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**Please check state CE choice below – if MN provide License #**

☐ MN ☐ ND

MN License # \_\_\_\_\_



***For Office Use Only:***

Date Rec'd \_\_\_\_\_  
Amount \_\_\_\_\_  
Check # \_\_\_\_\_  
EC # \_\_\_\_\_  
Order # \_\_\_\_\_

REFUND POLICY- Full refund may be returned only if notice of cancellation is submitted in writing to the ND Association of REALTORS® **five days prior** to classes. Refund of half the fee will be returned upon receipt of **written cancellation no later than two days prior to classes.** **NO REFUNDS OR CREDITS THEREAFTER.** Any refunds will be mailed immediately following the seminars. Email requests to [info@ndrealtors.com](mailto:info@ndrealtors.com), fax to 866-665-1011, or mail to 318 W Apollo Ave – Bismarck, ND 58503.

***If you plan on attending the classes and will need assistance relating to a disability, please contact NDAR (800-279-2361) as soon as possible.***

**Seating is limited....Register early!**

**KEEP YOUR CE CERTIFICATES:** Each REALTOR® / Licensee is responsible for keeping CE Certificates.

If you have lost certificates you will have to get a duplicate from the entity that sponsored