

Professional Development Course

Increasing Your Competitive Edge and Demystifying the Mortgage Process

Wednesday, May 18, 2016 – FREE*

9:30 a.m. – 11:30 a.m.

RAHB office, 505 York Blvd., Hamilton – Lower level McCullough Rooms

Instructor: *Bernice Flegg*, Genworth Financial

This session will help the real estate professional better understand the needs of clients, and focus on skill building and sharing best practices around real applications.

Topics/highlights to be covered:

- The mortgage application process, and different types of risk and mortgages
- Marketing ideas
- Getting your name known
- Keeping a database and follow-up strategies

TO REGISTER

Complete the form below and return to *Angela*, by email at angelam@rahb.ca or by fax to 905.529.4349.

- ✓ Please register me for "*Increasing Your Competitive Edge and Demystifying the Mortgage*"
Wednesday, May 18, 2016

(Please Print)

Name: _____ Company: _____

Office Address: _____ Home Board/Association _____

T.: _____ Email: _____

Member: FREE*

Non-Member: \$15 +HST = \$16.95

VISA Master Card Payment attached

Card#: _____ CV#: _____ Expiry: _____
(last 3 digit number on back of card)

Signature of card holder: _____ Print name: _____

*NOTE: **RAHB Members** who register and do not attend will have a **\$15+HST "No Show" fee** applied to their RAHB account
(**Non-members** cancellation requests received ten (10) business days in advance of the presentation date will receive a refund)

Seating is limited so register today!!