



Hone your pricing skills
with the PSA Course

PSA - Pricing Strategy Advisor Certification

(PSA)

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives. Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the PSA certification. Designed for real estate professionals at all experience levels and those working with either buyers or sellers.

Students Learn

- The purpose and benefits of CMAs (comparative marketing analyses)
- How to identify appropriate comparables, and where to find information about them
- The Code of Ethics as it relates to pricing

Quick Facts

- Completion of the PSA course is an important first step towards earning the coveted PSA designation.
- This course is the main requirement for the PSA certification and is an approved elective for the Accredited Buyer's Representative® (ABR®) designation and the Seller Representative Specialist (SRS) designation.

Upcoming Course

October 26, 2016

RAHB, 505 York Blvd.,
Hamilton, ON

Fee: \$199 + tax

See registration form on back



Visit the REBAC website for
designation information:
<http://pricingstrategyadvisor.org/>

Courses leading to the PSA are provided by REIC in partnership with NAR.

Toll free: 1-800-542-7342 | GTA: 416-695-9000 | www.reic.ca



Real Estate Institute of Canada
Institut canadien de l'immeuble



COURSE REGISTRATION FORM

Mr: _____ Ms: _____

Attendee Name: _____

First
Middle
Last

Mailing Address: _____ City: _____

Prov: _____ Postal Code: _____ Email*: _____
*required to send you registration confirmation

Phone (Home): _____ Business: _____ Cell: _____

Employer: _____ Position Title: _____

Course Name: PSA - Pricing Strategy Advisor Certification Course Date: (classroom) October 26, 2016

Course Location (classroom): RAHB, 505 York Blvd., Hamilton ON

Registration Policy:
 Course registration MUST be accompanied by payment in full. All registration fees MUST include GST/HST. Registrations without tax or full payment cannot be processed.

<input type="checkbox"/> AIC Member	<input type="checkbox"/> REIC Member	<input type="checkbox"/> Non-Member	Amount (\$)
Course Fee: <u>\$199</u>			\$ _____
Subtotal:			\$ _____
HST/GST:			\$ _____
Total:			\$ _____

How did you hear about this course?

REIC Staff
 Chapter
 REIC website
 REIC Member
 Other _____
(please specify)

METHOD OF PAYMENT (You can also register and pay online at www.reic.ca)


 
 Cheque - Please make cheque payable to RAHB

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Credit Card Number	Expiry Date
Name on Card	
Signature	CV# (3 digits on back of card)

Cancellation Policy: Your registration fee will be refunded or transferred at no extra charge upon receipt of written notice of withdrawal, at least thirty days prior to the beginning of the course. After this time, and up to course commencement, the registration fee may only be transferred, at an additional processing fee of \$150.00 plus HST/GST. The tuition fee may then be applied toward any course offered by RAHB, within a one-year period. Once the course has begun, no refund or transfer of fees is permitted.

PLEASE COMPLETE AND RETURN BY MAIL, FAX OR EMAIL:

Mail: Angela McArthur
 Education/Professional Standards Coordinator
 REALTORS® Association of Hamilton-Burlington
 505 York Blvd., Hamilton, Ontario, L8R 3K4

Fax: 905-529-4349
Email: angelam@rahb.ca

For further information call: 905-529-8101 X 233