THE GEORGIAN TRIANGLE ASSOCIATION OF REALTORS®

54 Third Street, Collingwood, ON   L9Y 1K3   (705) 445-7295

PRESENTS
WEDNESDAY, SEPTEMBER 12TH, 2012
at
CRANBERRY BEAR ESTATE

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PROTECTING THE DEAL: LEGAL ISSUES REALTORS® MUST BE AWARE OF
by: HGR Graham Partners LLP
9:00 A.M. TO 12:00 P.M.

Lysanne Cholette of HGR Graham Partners LLP along with other members of the firm will be facilitating this informative three hour session, which will touch on important legal issues that all REALTORS® should be aware of.
Topics will include:

- Basics of an offer
- POA and Estates in Real Estate Transactions
- Incapable Seller without a POA

- Family Law Issues in Real Estate Transactions
- REALTOR® Case Law Update
- and more…

3 credit hours

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UNDERSTANDING THE POWER OF INTERNET LEAD GENERATION
by: Gary Nusca, CCIM
1:30 P.M. TO 4:30 P.M.

A lot of money is being made with the Internet and real estate information and this presentation will demonstrate how you can make it all work to serve your clients and prospects. We call it "*working smarter not harder.*" It helps all offices improve productivity.

- Impact, Power & Cutting Edge use of the Internet for R.E.
- Powerful Marketing Techniques and Listing Tools
- How you can easily be missing doing deals and not realize it.
- Email - Information Overload Problems
- Web Sites: A platform to communicate & how to promote it
- Search Engine Optimization/strategies for your web sites.
- Fraud on the Internet - What to watch out for.
- Identity theft, scams, protecting yourself

- How to generate good qualified leads
- Powerful Listing Tools
- Email - Automatic generation to reach thousand.
- Spam Solutions
- Add content to your website that makes you money
- One thing REALTORS® can give & what they're not doing
- Security – understanding phishing
- Why some websites are making money and others are not.

3 credit hours

> REMINDER- if you wish OREA to automatically track your credits, **bring** your **OREA Card**!!

COST:
GTAR member: **FREE**   REALTOR®: **$39.55 ea.** (incl. HST)   Non-REALTOR®/Invited Guest: **$84.75 ea.** (incl. HST)

DEADLINE:
Contact the Association office at 705-445-7295 to register or email: diane@gtREALTORS.ca
Registrations and payment must be received **no later** than **Tuesday, September 4th, 2012**
(Coffee and Tea will be provided)