



Get ready for the Boomers

Senior Real Estate Specialist

September 14 & 15

8:30 to 5:00

9 Elective CE Hours

**Baby Boomers now make up 39% of home buyers.
The most of any generation - an increase from 29% last year.
A generation of opportunity right at your fingertips**

This course helps real estate professionals develop the business-building skills and resources for specialization in the 50+ real estate market by expanding knowledge of how life stages impact real estate choices, fostering empathy with clients and customers, and connecting to a network of resources. In this course we will discuss:

- Generations
- 21st Century Retirement
- Life Stages
- Go-Go Years
- The Slow-Go Years
- Aging in Place
- The No-Go Years
- The Mature Connected World
- Financing Options
- Tax Matters
- Legal Matters
- Building Your Team

CE: 9 Elective Kansas Real Estate License CE hours

Instructor: Sandy McRae

Tuition: RSCK Member - \$225 for 1st 20 registrations and then \$195 for all others
Non Member - \$235 until July 31st and then \$285



School of Real Estate

170 W. Dewey
Wichita, KS 67202
www.sckrealtors.com

Thank you for your support!



CREDIT UNIONSM

REGISTRATION

P: (316) 263-3167 | F: (316) 263-2832 | E: cindi@sckrealtors.com | M: RSCK - 170 W. Dewey - Wichita, KS 67202

Name: _____ License #: _____

Phone: _____ Email: _____

Check # _____ -OR- Credit Card: Visa MC Discover AmEx

Card #: _____ Exp: _____

Signature: _____