



# Get ready for the Boomers

Senior Real Estate Specialist

November 28 & 29

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 - \$195 until October 1st and then \$225  
Non Member - \$235 until July 31st and then \$285



School of Real Estate

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Thank you for your support!



## REGISTRATION

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Name: \_\_\_\_\_ License #: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Check # \_\_\_\_\_ -OR- Credit Card:  Visa  MC  Discover  AmEx

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