

Miss this event and you miss out big



Don't forget your date with Tom Richey:

- Topic:** Romancing Financing (4 hours CE)
- Date:** October 6th, 2009
- Time:** 8:00 am-12:00 pm
(sign in 7:00-8:00 am; continental breakfast provided)
- Venue:** Tucson Association of Realtors,
2445 N. Tucson Blvd. Tucson, AZ 85716
- Registration Cost:** \$25.00
- Sponsor Code:** #S09-0003
- Course Number:** 109-0064

Be sure to reserve this date on your calendar now! Ask any builder or sales manager –they'll tell you that the biggest problem with home selling is simple . . . **salespeople cannot, or do not, close sales with financing!**

Romancing Financing participants will learn how to guide homebuyers to a comfortable final decision – a decision based on how much home one can buy for how little each month.

Winner of NAHB's 2006 **Legend of Residential Marketing** award, Tom Richey has assisted dozens of builders with training their sales representatives. Tom's methods have proven successful in all types of markets and economic climates.

Sponsored by national lender MetLife Home Loans and the Southern Arizona HBA and the Tucson Association of Realtors. It's a "can't-miss" event for builders, sales reps and real estate professionals.

To register, visit www.tucsonrealtors.org. Space is limited, so register NOW!



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