

## S.E.C. Education Foundation Courses

Interested in innovative real estate education? You can bring this exciting and profitable information to your city, region, Board of Realtors, or Commercial Real Estate Board. Would your local Board of Realtors or Commercial Real Estate Board be interested in hosting any of our courses? The S.E.C. Education Foundation approved courses and instructors listed below are among the very best offered! (CC) Indicates a Core Course

**Please see course details on the pages that follow this questionnaire. Be the host of one or more of the courses. Just complete the questions below and fax 858-488-8063, or mail this form to the S.E.C. Office, Society of Exchange Counselors, 5580 La Jolla Blvd., #110, La Jolla, CA, 92037.**

Name \_\_\_\_\_  
Email \_\_\_\_\_

City/State \_\_\_\_\_  
Phone \_\_\_\_\_

### PLEASE CONTACT ME REGARDING THE FOLLOWING COURSE(S):

**Please Note: (CC) indicates a Core Course**

#### **EQUITY MARKETING / EXCHANGING**

**Methods of Effective Marketing (8 hours) (CC)**

**Creative Equity, Marketing, & Exchanging (8 hours) (CC)**

**Beyond 1031 - Market Driven Exchanging (1 or 2 Days) (CC)  
Solving Problems and Creating Wealth**

**Tax Saving Exit Strategies for Retiring Real Estate Owners (1 Day)**

**Creating Powerful Transactions that Close (7 hours) (CC)**

#### **INSTRUCTORS**

Jim Brondino, S.E.C., CCIM

James T. Wilson, S.E.C., CCIM

Chet Allen, S.E.C., CCIM

Dennis R. Crull, S.E.C., CCIM

James T. Wilson, S.E.C., CCIM  
Peter R. West, S.E.C., CCIM  
Ted J. Blank, S.E.C., CCIM  
Ronald J. Bowden, S.E.C., CCIM  
Joseph Crowley, S.E.C.  
Wesley Dingler, S.E.C.  
Ernie Eden, S.E.C., CCIM  
Darryl McCullough, S.E.C., CCIM  
Nick Nichols, S.E.C.  
William F. Richert, S.E.C., CCIM  
Brandon Sanders, S.E.C.  
William E. Stonaker, S.E.C., CCIM  
Charles E. Sutherland, S.E.C.  
Gary Vandenberg, S.E.C., CCIM  
Lance Warner, S.E.C., EMS

**The Seven Deadly Sins of Marketing (2 to 4 hours)**

Ted J. Blank, S.E.C., CCIM

#### **COUNSELING**

## **S.E.C. Education Foundation Courses**

- [ ] **Counseling for Action (16 hours) (CC)** Jim Brondino, S.E.C., CCIM  
Peter R. West, S.E.C., CCIM
- [ ] **Understanding Your Client (8 hours) (CC)** Ted J. Blank, S.E.C., CCIM
- [ ] **Counseling for the Serious Exchangor (8 hours) (CC)** Ted J. Blank, S.E.C., CCIM

### **CREATIVE REAL ESTATE FORMULAS**

- [ ] **Creative Real Estate Formulas (4 to 8 hours) (CC for 8 hours)** Charles E. Sutherland, S.E.C.

- [ ] **Broker Estate Building (2 Day Course)** Gary Vandenberg, S.E.C., CCIM  
John Brennan, S.E.C., CCIM

- [ ] **Broker Estate Building (1 Day)** Gary Vandenberg, S.E.C., CCIM  
John Brennan, S.E.C., CCIM

### **MODERATOR TRAINING COURSE**

- [ ] **Certified Moderator Course (2 days & 1 evening) (CC)** Jim Brondino, S.E.C., CCIM  
Wes Dingler, S.E.C.

### **MARKETING THE S.E.C. WAY**

- [ ] **Methods of Moderating and Marketing (2 Days)** Jim Brondino, S.E.C., CCIM
- [ ] **How to Market a Difficult Listing in any Economy! (8 or 16 hours)** Stephen R. England, S.E.C., AFM  
Ted J. Blank, S.E.C., CCIM
- [ ] **Tough Questions in Tough Times = Closed Transactions (4 hours)** Ted J. Blank, S.E.C., CCIM

### **CREATIVE REAL ESTATE FINANCE**

- [ ] **The Ground Lease as an Investment and Financing Tool (4 hours)** Phil Corso, S.E.C.
- [ ] **Owner Financing - The Paper Course (8 hours)** Dana Barnes, S.E.C.

### **REAL ESTATE DEVELOPMENT**

- [ ] **Hidden Partners (8 hours)** Phil Corso, S.E.C.
- [ ] **Developing & Syndicating: Big Money Real Estate (16 hours)** Chet Allen, S.E.C., CCIM
- [ ] **Development (Understanding the Development Process) (8 hours)** Chris Dischinger, S.E.C.  
William E. Stonaker, S.E.C., CCIM