



WILLIAMSON COUNTY ASSOCIATION OF REALTORS

WCAOR ACADEMY...*Not Just For Rookies* ANYMORE

UPCOMING PROGRAMS

Monday, September 19 10:30 - 11:30AM

Masterpiece Theatre: Award Winning Panel

**Featuring the 2009 and 2010 "Rookie" and
"Realtor®" of the Year.**

*Learn inside tips and tricks from award-winning agents that
you can implement immediately.*

Monday, October 24 10:30AM - 12Noon

Crash Course in 21st Century Real Estate

**Marketing. Presented by David Durham,
Keller Williams.**

(Brunch provided by Grand Haven Homes.)

The market is changing and you can't afford to be left behind. Discover highly effectively and engaging solutions to market yourself in the age of technology.

Thursday, December 1 10:30AM - 12:30PM

Organizing your Business for Success

Presented by David Durham, Keller Williams

(Lunch provided by Grand Haven Homes.)

Email and to-do list plaguing you? Is your database in need of a good cleaning? Ever wonder how people really work smarter and not harder? Then this is the class for you! Get off to a great start in 2012 by organizing your business to run like a well-oiled machine.

Top 20 Tech Tools

2 Hrs. MCE \$20

**Presented by Sonia Guardado, 98th Meridian
2009 "Rookie" of the Year".**

Updated for 2011, this class will teach you that technology is everywhere! Want to learn some shortcuts and ways to be more effective in your business? You will learn 20 very tangible products, software packages, and applications that you can take away and immediately implement in your daily activities. Attend this class and you will learn 20 free (or almost free) tools that you can immediately use in your life and your business.

Monday, August 29
10:30AM - 12:30AM

Items this class will cover:

- **Customer Relationship Management**
- **Tasks and Project Management**
- **Note-taking and Bookmarking**
 - **Calendars and Scheduling**
- **Media Production...and many more!!!**

***LUNCH PROVIDED BY
GRAND HAVEN HOMES***

To register...visit WCAOR.org,

or call 512-255-6211

Or contact Jackie Woodfin

Jackie@WCAOR.org