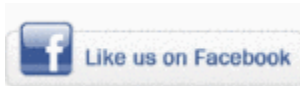


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July 27, 2017



Understand Client Behavior to Close More Sales

Gain an overview of the main traits of each of the DISC (dominant, influencer, steady, compliant) behavior styles, how to identify them and how to best relate to them. No matter which your client is, you will be able to connect and close more sales if you meet them where they are.

Date: August 9, 11 am at SCCAR. [Early registration saves](#)

A 7 Step Prospecting Plan

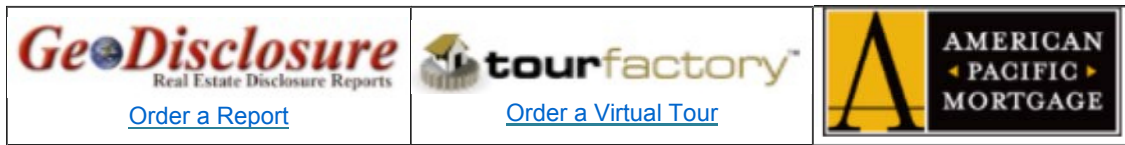
Prospecting is the lifeblood of any successful real estate career. It's that simple. The more people you come in contact with, the more listing and sales you can achieve. All it takes is a plan and some persistence. [Learn more](#)

Have Lunch On Us!

Join us for lunch and learn how advanced vacation rental management strengthens real estate sales and client relationships. Class date: Wed., August 2, 11:30 am – 1 pm. [Free with RSVP](#)

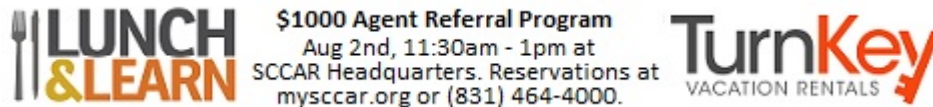
Save the Date to Get a Clue

Our C.A.R. & Association update and 2018 Committee sign up dessert social is scheduled for October 20, 2017! Mark your calendars! More details coming soon.



REALTORS® Care School Supply Drive

SCCAR is excited to announce a new community focused committee, the REALTORS Care Community Outreach Committee. We are equally excited to announce longtime member and active community supporter Inez Pandolfi as the Chair. Our first community focused event is our Back to School Drive. Help us help local kids be prepared to start the school year! Learn how you can donate [here](#).



The All-New zipForm Plus Training

zipForm Plus has a new platform! Be ready and master this new and improved member benefit by taking one of C.AR.'s free webinars. Find a schedule [here](#)

MVP Offer Expires August 1

Take a short survey from FCA US LLS (Fiat Chrysler Automobiles), a REALTOR Benefits Program partner and earn "Social Media for REALTORS: 101+ Dos and Don'ts" download and a chance to win a pair of Oakley sunglasses from FCA. [Take action](#)



Manage Your Listings

Attend this class and you will learn the structure of the MLSListings listing management input wizard, along with tools and techniques. Date: Friday, August 11 at 1 pm. [Register for free](#)



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