

## SCCAOR UNIVERSITY

- *Who is the Senior market?*
- *How is it different from other markets?*
- *What are your marketing techniques?*
- *Where can you find new business?*
- *What are the concerns and issues of Seniors?*



## Senior Boot Camp

This seminar is for Real Estate agents who want to specialize in the Senior Market, or just want more knowledge on how to relate to Seniors. An analysis of these topics will help educate the Real estate professional to understand and effectively market to Seniors.

- Generations defined
- How to access the senior market
- Risk management
- Financial situations
- Trust
- Long term care
- Health care
- Caregivers
- Estate Plan
- Insurance
- Real estate

**When: Thursday, August 30, 2018 @ 1:30 pm - 3:00 pm**

**Where: 1651 N 1st St, San Jose, CA 95112 (408) 445-8500**

**\$20 for SCCAOR Members**

**\$30 for Non-Members**



**Presented By:**  
**Skip Frenzel**  
*Senior Specialist*  
Agape Long Term Care

**Register:**  
[sccaor.com/class/bootcamp](http://sccaor.com/class/bootcamp)

### SCCAOR Course Cancellation Policy

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to [education@sccaor.com](mailto:education@sccaor.com) and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

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**For more information, contact the education department at [education@sccaor.com](mailto:education@sccaor.com)**  
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