

officially certified by



6 elective & 2 legal credits

Meets NAR Code of Ethics requirement of 2.5 hours

At Home with Diversity



Today, more than one-third of all Americans are minorities.

By 2050 **minorities** will be the **majority**.



March 21, 2019

8:45 a.m. Registration

9:00 a.m. - 5:00 p.m. Class

24725 Twelve Mile, Suite 100,
Southfield, MI

MemberMax/EduPass: FREE!

GMAR Members: \$79.00

Non-Members: \$99.00

Call (248) 478-1700

Online at GMARonline.com

GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.



Presented by:

FURHAD WAQUAD

CIPS, ABR, CRS, GRI, SFR, BPOR, TRC, AHWD



The At Home With Diversity course will prepare you to work effectively with - and - within today's increasingly diverse pool of homebuyers.

Real estate professionals who adapt to increasing cultural diversity in the market and who wisely plan to meet the needs of diverse clients gain a competitive edge and are able to expand opportunities.

- Assess and understand attributes of diversity in local markets and their impact on the real estate industry
- Build a business plan and selling strategy to successfully service all client profiles
- Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status, or national origin

CERTIFICATION REQUIREMENTS:

To be certified as an At Home With Diversity® real estate professional, you must:

- Be free from violations of the Fair Housing Act
- Complete the At Home With Diversity® course
- Sign the certificate agreement
- Pay the one time application fee of \$75

Newly licensed members are not eligible to attend designation courses included with the MemberMax® program during the first 6-months of membership