



# AT HOME WITH DIVERSITY<sup>SM</sup>

## DATE & TIME:

**THURSDAY, APRIL 14, 2016**  
8:30 AM | REGISTRATION  
9:00 AM - 4:30 PM | CLASS

## LOCATION:

**WAYNE COUNTY  
COMMUNITY COLLEGE**  
19191 VERNIER, HARPER WOODS, MI

## INSTRUCTOR:

**URSEL MAYO, AHWD, CRS, ABR,  
SRES, SFR, GRI, RSPS, RFS, EPRO**

## COST:

**\$99**  
(Includes lunch and \$49 designation fee)

## REGISTRATION INFO:

**Please mail a check payable to GPBR to:**  
Grosse Pointe Board of REALTORS  
710 Notre Dame  
Grosse Pointe, MI 48230

**For VISA/MasterCard payments, please call:**  
(313) 882-8000, ext. 2.

**At Home With Diversity<sup>®</sup>** is an educational experience designed to present a picture of the changing face of the real estate industry. Since 1998, the **At Home With Diversity<sup>®</sup>** program has prepared over 20,000 REALTORS<sup>®</sup> to work effectively with and within today's increasingly diverse pool of homebuyers.

The **At Home with Diversity<sup>®</sup>** Course is a 1-day class that addresses the topics of diversity, fair housing and business planning development.

You'll learn how to:

- 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

Earning an **At Home With Diversity<sup>®</sup> Certification** conveys to clients that you are a dynamic real estate professional with expertise that transcends cultural barriers.

**This class is approved for 6 hours of continuing education (including 2 legal) through the CE Marketplace.**