



MEET YOUR FACULTY

C. Dale Hillard is Designated Broker for West USA Realty. He is beginning his 10th year in that position. Dale was first licensed in real estate in 1979 and has served in management, sales, training, consulting and is called upon to serve often as an expert witness which gives him a vast background of experience within the real estate industry.

He holds a Masters Degree in Communication from Arizona State University where he taught on a part-time basis for several years. He is well known as an instructor and public speaker throughout the United States teaching on many topics including sales, management techniques and styles, the HP12C Calculator, personal improvement, ethics and much more.

His presentation of "Dr. Seuss, Green Eggs & Ham" is a delight to *all* audiences. He is a veteran trainer and motivator of literally scores of new agents, an innovator in training agents in real estate, both new and experienced, as well as through his GRI classes. He is a Senior Instructor in the Arizona GRI Program, serving longer than any other GRI Instructor in Arizona.

Dale has been active in both the local and state associations, having served as President of the SouthEast Valley Regional Association and President of the Arizona Association of REALTORS®.

MODULE(S): 101, 202

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The GRI curriculum prepares the graduates to conduct business in the Arizona residential market to meet the needs of clients and customers.