

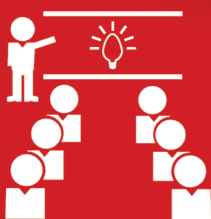


SRS

SELLER REPRESENTATIVE SPECIALIST

2-Day NAR Designation Course

This 2-day Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.



Topics include:

- Build and grow a seller representation business
- Demonstrate and communicate your value package to seller clients
- Techniques to handle commission objections
- Understand and apply the Code of Ethics and Standards of Practice
- Understand and comply with state license laws when representing sellers
- Tools, and techniques to provide the services sellers want and need

Dates: October 2 & 3, 2018

Sign-in: 8:30 am (both days)

Class: 9:00 am - 4:30 pm (both days)

Location: Premier Events Center
20400 S. Nunneley Road
Clinton Twp., MI 48035

Course Fee: \$210

Con Ed Credits: 13 hours elective &
2 hours legal

Breakfast & Lunch provided (both days)

Instructor: Rick Conley
Real Estate Education Services

Advance registration required at:
www.gpbr.com or 313-882-8000 x 2

 **GPBR**
Grosse Pointe Board of Realtors®