



***Grow your business by strengthening the value you bring to the buyer!***

This two-day ABR course provides an in-depth look into building your business by managing the process from the buyer counseling session through the close of escrow. Learn how to explain your value/worth to your clients and customers, effectively set expectations with the buyer client, waste less time and effectively use the buyer counseling session to gain commitment and loyalty.

**2 DAY CLASS FOCUS:**

- Gain control of the process by setting expectations upfront.
- Identify unmotivated, unqualified and other problem buyers through the buyer counseling session.
- Turn difficult discussions into opportunities to add value.
- Show how the READE form serves the buyer's interests.
- Increase your negotiating skills to help the buyer get the house and terms they want.
- Avoid ethical and legal pitfalls by implementing best practices.

***You will leave this class knowing how to articulate your value, increase your service level and gain buyer loyalty.***

**March 27-28, 2018**

**9:00am - 4:00pm**

**Registration begins at 8:30am**

**LOCATION:**



5033 N. 19th Ave, Ste. 119, Phoenix

**C/E:** 9 Agency / 3 Disclosure

**PRICE:** \$169.00 (thru 3/22)

\$179.00 at-door

No refunds after 3/20

**REGISTER:**

<https://www.aaronline.com/event/e/ABR03272018>



**INSTRUCTOR:**

**Mandy Neat**

Mandy Neat is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry.

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REALTOR® SUCCESS.**

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