



GRADUATE, REALTOR® INSTITUTE

EFFECTIVE STRATEGIES FOR BUILDING CLIENT RELATIONSHIPS

Register: aaronline.com/event/e/GRI04172018

**DON'T MISS THIS 1 DAY
GRI COURSE**
Qualifies for Row 3 on the GRI
Requirements Form

June 27, 2018
9:00AM - 4:00PM
Registration 8:30AM

Presented
by:



ARIZONA
association of
REALTORS®

&

How do you
increase your
“book of business” by
turning today’s
customers into clients
for life?

This course covers
strategic steps to
improve your
negotiation skills,
assess seller and
buyer needs,
overcome client
objections and deliver
a stellar listing
presentation.

This Course will focus on:

- Defining your role as a REALTOR® and addressing the wants and needs of today’s consumer.
- Identifying the articles in the NAR Code of Ethics and Standards of Practice that deal with ethical conduct in negotiation and communication.
- Ways to integrate consulting skills into your real estate practice.

Instructor:




Evan Fuchs

**Online Registration closes
on 6/22/2018 @ 9:00 am**

This class does not offer C/E

Fees:

- \$59.00 until 6/22/2018
- \$89.00 At Door/non-AAR members
- \$30.00 GRI Graduates

STREAMING LIVE 

Class locations:

Bullhead Association
Central Arizona Board
Kingman Association
Lake Havasu Association
Prescott Area Association
Sedona/Verde Valley Association
White Mountain Association
Western Pinal Association
Yuma Association

Cancellation Policy:

Cancellations received prior to 6/20/2018 will be refunded less a \$25 admin fee. Cancellations received after 6/20/2018 are not eligible for a refund.

“No-shows” forfeit all fees.

Please notify us 7 days in advance if you have any disability that requires special services or access.