

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:





ow 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:



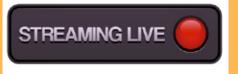
Evan Fuchs

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



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.





