

THE REAL ESTATE INDUSTRY IS CONSTANTLY
EVOLVING AND CHANGE IS INEVITABLE...

**STAY AHEAD OF THE CURVE &
MAINTAIN YOUR COMPETITIVE EDGE
WITH AN SRS DESIGNATION.**



Why should today's home sellers choose you to be their REALTOR®? How has your business changed from 3 years ago? How has the market changed?

This class looks at up-to-date resources for prospecting, relationship building, mining new contacts, sphere marketing, database mining and how to track your results. Including:

- How to cultivate existing relationships & how to create new ones.
- How to avoid unproductive situations with unmotivated, unqualified, and other types of problem sellers.
- 10 steps to overcoming objections with FSBOs & "Expired" listings.
- 10 questions to ask FSBOs and "Expireds" to convert them into your next listing.
- How to leverage social media to market your property & the tools you need to get in front of consumers.

"SRS two-day course provided an excellent list of resources, tools and recommended mobile apps! Many new ideas/uses – Loved the Zillow information too!"

BONUS: This class also offers credit towards the GRI designation
To learn more about the GRI designation, visit: www.azgri.com.

REGISTER ONLINE

www.aaronline.com/event/e/SRS08092018

AUG 9-10, 2018

9am-4pm each day

Registration begins at 8:30am



LOCATION:

**NORTHERN ARIZONA
ASSOCIATION OF REALTORS®**

1515 E Cedar Ave, Flagstaff

C/E: 3 Agency, 3 Contract Law,
6 General

CE Provided by AAR

PRICE:

By 8/5: \$159

At-Door: \$179*

No refunds after 7/30

**At doors subject to availability,
materials not guaranteed.*



**INSTRUCTOR:
Holly Mabery**

**REAL SOLUTIONS.
REALTOR® SUCCESS.**

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