



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.

September 6-7, 2018

9:00am - 4:00pm

Check-in Opens at 8:30am

LOCATION:

1515 E. Cedar Ave
#C-4
Flagstaff



C/E: 9 Agency / 3 Disclosure

PRICE: \$159.00 (by 8/30)

\$179.00 at-door

No refunds after 8/27

REGISTER:

<http://bit.ly/2JNgS81>



INSTRUCTOR:

Evan Fuchs

Evan Fuchs trains and speaks nationally on leadership, sales, and team-building, sharing proven solutions with an engaging style. In addition to designations and certifications including ABR, CRB, GRI, RENE, and SRS, he presents and develops custom programs such as the Arizona Leadership Training Academy.

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