

AN NAR COURSE OFFERED BY ARIZONA REALTORS®
IN PARTNERSHIP WITH THE TEXAS ASSOCIATION OF REALTORS®



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 increase your service level and gain buyer loyalty.



Robbie English is an instructor in the Austin, TX area. He has several decades of experience in real estate, property management, and leasing & sales.

Jan 8-9, 2019

7:30am - 3:30pm

Check-in begins at 7:15am

LIVE STREAMING LOCATIONS

Lake Havasu
White Mountain
Yuma

INSTRUCTOR
Robbie English

NO CE
GRI Credit in Arizona

PRICE
\$159 by 1/3 | \$179 at door
No Refunds issued after
12/29/18

*At door subject to availability;
materials not guaranteed*

Register by January 3

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



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