



GRADUATE,  
REALTOR®  
INSTITUTE

## EFFECTIVE STRATEGIES FOR BUILDING CLIENT RELATIONSHIPS

**Register:** [www.aaronline.com/event/e/GRI07162019](http://www.aaronline.com/event/e/GRI07162019)

The course qualifies for  
**Row 3 on the GRI  
Requirements Form**

**Tuesday, July 16, 2019**  
9:00AM - 4:00PM  
Registration 8:30AM

Presented  
by:



**H**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 communication skills, assess seller and buyer needs, overcome client objections, and deliver a professional 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.

### Instructor: Mandy Neat



**Online Registration closes  
on 7/9/2019 @ noon**

### Fees:

- \$59.00 until 7/9/2019
- \$89.00 At Door
- \$99.00 Non REALTOR member
- \$30.00 GRI Graduate

### Class locations:

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

### **Cancellation Policy:**

*Cancellations received prior to 7/6/2019 will be refunded less a \$25 admin fee. Cancellations received after 7/6/2019 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.*



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