



Certified
Residential Specialist
The Proven Path To Success

SUCCEEDING IN THE LUXURY HOME MARKET

Luxury Homes Certification Class



THURSDAY, JUNE 1, 2023 8:00 a.m. to 5:00 p.m. (Breakfast and Lunch will be served)

WeSERV SouthEast Valley Chapter, 1733 E. Northrop Blvd., Chandler, AZ 85286

\$99 Members—\$125 Non-Members ——— Deadline to Register: May 30, 2023

Register [HERE](#) and Select In Person or Virtual

COURTESY OF YOUR ARIZONA RRC AND WeSERV



This course is designed to assist real estate professionals in developing the market expertise and savvy customer service skills necessary for success in the luxury home market. The focus is on providing you with a strategy for breaking into the luxury market and valuable tools to successfully differentiate your business and compete. From the 7 step process to breaking into the luxury niche to a review of advanced negotiation tactics common to the luxury market, the CRS instructor will help you set your business apart.



LEE BARRETT, Instructor Extraordinaire

Lee is a member of a family-owned Las Vegas Real Estate Business and is a Las Vegas native. He received his real estate license in 1977 and is a second generation Broker/President of Barrett & Co. Inc. Lee teaches with humor and knowledge of today's market complexities. Has the designations of: ABR, ABRM, CRB, CRS, RRG, SRES, CDPE and MCNE. He is approved by NAR as an ABR, CRB Instructor and as an 'At Home with Diversity' instructor and also a Senior CRS Instructor. Lee has served the Greater Las Vegas Association of REALTORS® as the 2004 Board President and as a National Senior CRS Instructor. He serves the community as a member of the Board of Directors for the Ronald McDonald House Charities.

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