

GRI Effective Strategies For Building Client Relationships

PRESENTED BY:

THE ARIZONA ASSOCIATION OF REALTORS®

How do you increase your “book of business” by turning today’s customers into clients for life?

Defining your role as a real estate professional, knowing how to communicate and lead the transaction, and delivering superior customer service are all key elements to building and maintaining your real estate business. This course covers strategic steps to improve your negotiation skills, assess seller and buyer needs, overcome client objections and deliver a stellar listing presentation. This course also provides checklists, real-life scenarios and problem solving solutions for challenges you are likely to encounter.

THIS ONE DAY 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 National Association of REALTORS® Code of Ethics and Standards of Practice that deal with ethical conduct in negotiation and communication.**
- ✓ **Utilizing effective communication to resolve challenges and ways to integrate consulting skills into your real estate practice.**
- ✓ **Ways to communicate effectively with today’s consumers (social media, texting, email and phone).**

“ For new or experienced agents, this is an opportunity to learn how to improve your business. ”



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



GRADUATE,
REALTOR®
INSTITUTE

FOR MORE INFORMATION

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October 20, 2016

Class Time: 9am – 4pm

REGISTRATION: 8:30AM

STREAMING LIVE



These classes are presented through The Arizona Association of REALTORS® Education Outreach program. The classes are live streamed into your Association’s classroom from AAR’s classroom. The instructor’s attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

Instructor:

Evan Fuchs

Class locations:

Central Arizona Board of REALTORS®

Kingman/Golden Valley Association of REALTORS®

Lake Havasu Association of REALTORS®

Sedona/Verde Valley Association of REALTORS®

White Mountain Association of REALTORS®

Yuma Association of REALTORS®

REGISTER ONLINE:

www.aaronline.com/event/e/GRIESoet

REGISTRATION WILL CLOSE ON 10/13/2016

Fees:

\$ <u>69.00</u>	AAR Member Price Until: 10/7/2016
\$ <u>89.00</u>	After 10/7/2016
\$ <u>99.00</u>	Non-Member Price
\$ <u>25.00</u>	GRI last class fee
\$ <u>30.00</u>	GRI Designation Holder

**Please notify us 7 days in advance if you have any disability that requires special services or access.

Cancellation policy: Cancellations received prior to 10/13/2016 will be refunded less a \$25 admin fee. Cancellations received after 10/13/2016 are not eligible for a refund. **‘No-shows’ forfeit all fees.**