



**Millennials, Gen X, Baby Boomers and Matures ...
Meeting the needs of the different generations leads
to stellar service and successful transactions!**

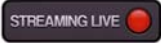
Today's market and today's buyers are diverse and multidimensional. Stop treating all buyers the same in your marketing and communication. Learn how to tap into generational markets to increase profits. As a real estate professional, your business depends on your ability to connect and communicate with clients of all ages (sometimes with their family and friends). Bottom line is that the more you know about your clients and customers, the more successfully you will meet their needs.

CLASS FOCUS:

- Learning which technology tools work best in communicating with each of your clients.
- Discovering what motivates your clients and customers to make a decision and what you can do to help them in the process.
- Tips to overcome objections, set realistic expectations and deliver results.
- Examining strategies to connect, communicate, market & network to reach buyers.

REGISTER BY JUNE 3: WWW.AARONLINE.COM/EVENT/E/GBJUNE
C/E PROVIDED UNDER AAR SCHOOL.

Arizona REALTORS® presents these classes through AAR's 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.



JOIN US!

JUNE 8
9:00am - 4:00pm

LIVE-STREAMED TO MEMBERS OF:

- Kingman/Golden Valley
- Lake Havasu
- Prescott Area
- Southeast Arizona
- Yuma

C/E: 3 Hours Agency Law

COST:
\$79 thru 6/3/2016 (includes lunch)
\$89 at-door



INSTRUCTOR:
EVAN FUCHS
is an active practitioner with 17 years of experience who shares real world solutions that you can put into your real estate practice.



**REAL SOLUTIONS.
REALTOR® SUCCESS.**

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