



## Why should today's home sellers choose you to be their REALTOR®? How has your business changed from 3 years ago? How has the market changed?

This class looks at up-to-date resources for prospecting, relationship building, mining new contacts, sphere marketing, database mining and how to track your results. Including:

- How to cultivate existing relationships & how to create new ones.
- How to avoid unproductive situations with unmotivated, unqualified, and other types of problem sellers.
- 10 steps to overcoming objections with FSBOs & "Expired" listings.
- 10 questions to ask FSBOs and "Expireds" to convert them into your next listing.
- How to leverage social media to market your property & the tools you need to get in front of consumers.
- Review of AAR forms, counter offer strategies, home inspections and how to pull it all together for a successfully closed transaction.

*"SRS two-day course provided an excellent list of resources, tools and recommended mobile apps! Many new ideas/uses – Loved the Zillow information too!"*

*This class counts as an ABR elective & Arizona GRI credit.  
Cancellations received after 9/7/2016 are not eligible for a refund.  
C/E Provided By AAR's School*

**REGISTER:** [www.aaronline.com/event/e/SRS914](http://www.aaronline.com/event/e/SRS914)

SEPT 14-15, 2016

9am-4pm

Registration begins at 8:30am



### LOCATION:

**BULLHEAD CITY/  
MOHAVE VALLEY ASSOCIATION  
OF REALTORS®**

837 Hancock Rd, Bullhead City AZ

**C/E:** 3 Agency, 3 Contract Law,  
6 General

### PRICE:

\$159 (thru 9/9) *Includes lunch*  
\$169 at-door

### INSTRUCTOR:

#### **HOLLY MABERY**

has spent over 13 years in real estate, serving Northern Arizona. Holly brings practical experience to the classroom.



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