



Grow your business by strengthening the value you bring to the buyer!

This two-day ABR course provides an in-depth look into building your business by managing the process from the buyer counseling session through the close of escrow. Learn how to explain your value/worth to your clients and customers, effectively set expectations with the buyer client, waste less time and effectively use the buyer counseling session to gain commitment and loyalty.

2 DAY CLASS FOCUS:

- Gain control of the process by setting expectations upfront.
- Identify unmotivated, unqualified and other problem buyers through the buyer counseling session.
- Turn difficult discussions into opportunities to add value.
- Show how the READE form serves the buyer's interests.
- Increase your negotiating skills to help the buyer get the house and terms they want.
- Avoid ethical and legal pitfalls by implementing best practices.

You will leave this class knowing how to articulate your value, increase your service level and gain buyer loyalty.



This class is sponsored by the Prescott Area Association of REALTORS®. C/E Provided by AAR

OCT 6-7, 2016

8:30am - 4:30pm

Registration begins at 8:00am

LOCATION:

**PRESCOTT AREA ASSOCIATION
OF REALTORS®**

3719 Karicio Lane, Prescott, AZ

C/E: 9 Agency / 3 Disclosure

PRICE: \$159 thru 9/30
\$169 at-door
Lunch included.

REGISTER by September 30:
www.aaronline.com/event/e/ABROct

No refunds issued after 9/29/2016



INSTRUCTOR
EVAN FUCHS

Evan 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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