

THE REAL ESTATE INDUSTRY IS CONSTANTLY  
EVOLVING AND CHANGE IS INEVITABLE...

**STAY AHEAD OF THE CURVE &  
MAINTAIN YOUR COMPETITIVE EDGE  
WITH AN SRS DESIGNATION.**



**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.

*"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 2/16/2017 are not eligible for a refund. C/E Provided By AAR's School*

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

**FEB 23-24, 2017**

**9am-5pm each day**

Registration begins at 8:30am



**LOCATION:**

**PRESCOTT AREA**

**ASSOCIATION OF REALTORS®**

3719 Karicio Ln, Prescott AZ

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

**PRICE:**

Before 2/17: \$159

At-Door: \$169\*

*\*Subject to availability, materials not guaranteed*



**INSTRUCTOR:  
FRANK DICKENS**

**REAL SOLUTIONS.  
REALTOR® SUCCESS.**

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OR CALL: 800-426-7274 TOLL-FREE

