



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.

April 27-28, 2016

8:30am - 4:30pm

Registration begins at 8:00am

LOCATION:



1515 E. Cedar Ave., Ste. C-4, Flagstaff,

C/E: 9 Agency / 3 Disclosure

PRICE: \$159.00 (thru 4/21)
\$169.00 at-door

REGISTER:

<https://www.aaronline.com/event/e/ABR04272017>



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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