



GRADUATE, REALTOR® INSTITUTE

EFFECTIVE STRATEGIES FOR BUILDING CLIENT RELATIONSHIPS

6CE General

**This class will satisfy
Row 3 in the
Skill Building Series**

February 15, 2019

Check in 8am

Class time: 8:30AM - 3:30PM

Presented
by:



ARIZONA
association of
REALTORS® &

**Scottsdale Area
Association of
REALTORS®**

How do you increase your "book of business" by turning today's customers into clients for life?

This course covers strategic steps to improve your negotiation skills, assess seller and buyer needs, overcome client objections and deliver a stellar listing presentation.

This Course will focus on:

- Defining your role as a REALTOR® and addressing the wants and needs of today's consumer.
- Identifying the articles in the NAR Code of Ethics and Standards of Practice that deal with ethical conduct in negotiation and communication.
- Ways to integrate consulting skills into your real estate practice.

Instructor:

Laura Kovacs

For Instructor bio & GRI Designation info visit www.azgri.com

Class Location:

**Scottsdale Area
Association of
REALTORS®**

8600 E. Anderson Dr.
Scottsdale, AZ 85255

480-945-2651

Fees: based on availability

\$ 79 through Feb. 1

\$ 89 Feb. 2 - Feb. 14

\$ 99 Day of class / at door

GRI Designees & non-AAR members must call 480-945-2651 to register.

\$ 30 GRI Designees

\$ 115 non-AAR members

Register online:

www.scottsdalerealtors.org

Contact: Laura Grady

Email: Laura@scottdalerealtors.org

Phone: 480-945-2651

*** Please notify us 7 days in advance if you have any disability that requires special services or access.*

Cancellation Policy:

Fees will be refunded less a \$25 service charge up to 48 hours prior to class. After that, no refunds will be given. "No-shows" forfeit all fees. \$50 charge for returned checks.

Full Name:

Firm/Company:

NRDS #:

Email:

Phone:

Credit Card:

AMERICAN EXPRESS VISA

MASTERCARD DISCOVER

Card Number:

Expiration Date:

Security Code:

