



GRADUATE,  
REALTOR®  
INSTITUTE

## EFFECTIVE STRATEGIES FOR BUILDING CLIENT RELATIONSHIPS

**Register:** [aaronline.com/event/e/GRI04172018](http://aaronline.com/event/e/GRI04172018)

**DON'T MISS THIS 1 DAY  
GRI COURSE**  
Qualifies for Row 3 on the GRI  
Requirements Form

**June 27, 2018**  
9:00AM - 4:00PM  
Registration 8:30AM

Presented  
by:



**H**ow 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:**



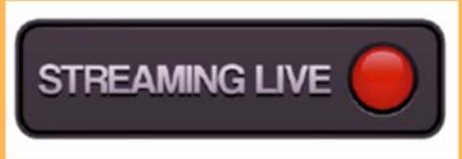
**Evan Fuchs**

**Online Registration closes  
on 6/22/2018 @ 9:00 am**

**This class does not offer C/E**

**Fees:**

- \$59.00 until 6/22/2018
- \$89.00 At Door/non-AAR members
- \$30.00 GRI Graduates



**Class locations:**

- Bullhead Association
- Central Arizona Board
- Kingman Association
- Lake Havasu Association
- Prescott Area Association
- Sedona/Verde Valley Association
- White Mountain Association
- Western Pinal Association
- Yuma Association

***Cancellation Policy:***

*Cancellations received prior to 6/20/2018 will be refunded less a \$25 admin fee. Cancellations received after 6/20/2018 are not eligible for a refund.*

***“No-shows” forfeit all fees.***

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



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