

November 16-17, 2016

Registration 7:30 am
8:30 am - 5:00 pm

Bellevue Coast Hotel

625 166th Ave NE
Bellevue, WA 98004
Facility Phone: (425) 455-9444

Questions?

Contact Education Chair
Darlene Stouder (360) 901-0307



Awards Night

The night before class is the Washington CRS 2016 Awards Banquet at The Bellevue Coast Hotel. Join us for a night of networking while we install new leadership and award the coveted 2016 CRS of the Year.

CRS 202: SALES STRATEGIES

Close More Buyers in Less Time. Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. Sales Strategies gives students the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. These effective strategies will give agents customers for life.

Course Content:

- Understand buyer motivation
- Eliminating sales resistance
- Creating trust and loyalty from buyers
- Negotiating skills

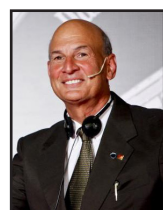
REGISTRATION

Includes a buffet luncheon and class materials. Payment required to hold reservation

Class Fee	\$295.00
CRS Members	\$250.00
Group of 4 or More Non-Members (Use discount code: 202Group2016)	\$250.00
Audit Rate (Use discount code: Audit202)	\$190.00

EDUCATIONAL CREDIT

This course earns 16 CRS education credits towards the CRS Designation and 15 Washington or Oregon CE clockhours, and is accepted for 15.5 Idaho Credits.



INSTRUCTOR MIKE SELVAGGIO, CRS

Mike Selvaggio, CRS has been in the real estate business since 1975. He is an active REALTOR® in Delaware and Pennsylvania, broker/owner of Delaware Homes, Inc. and served as the 2008 National President of CRS. Selvaggio has published several articles and authored many courses for REALTORS®. He brings sales and marketing ideas that not only work, but have been "field tested," to students. His website is MikeMyCoach.com

ABOUT CRS

When you earn the CRS Designation, you become part of a network of more than 30,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and about CRS courses coming to a location near you, visit www.crs.com.

CANCELLATION POLICY

Two weeks prior to course, full refund. Within two weeks of course, 50% refund. After 5 pm day before course, no refund.

Scan for registration



Class Registration: Online: <http://tinyurl.com/2016crs202> **Questions?** Call Darlene at (360) 901-0307

CRS Member #: _____ Registration for CRS 202: **Sales Strategies** Date(s): **Nov 16-17, 2016**

Name: _____ Firm: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

Payment: _____ Check _____ Credit Card *Pre-Payment Required* Payment Amount: \$ _____

Account Number: _____ Exp: _____ Billing Zip Code: _____



Council of Residential Specialists
WASHINGTON CRS
The Proven Path To Success