



Council of Residential Specialists
WASHINGTON STATE CRS
The Proven Path To Success



May 1-2, 2017

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

**Thurston County REALTORS
Association Office**

510 Stoll Rd SE
Olympia, WA 98501
Facility Phone: (360) 491-3910

Questions ?

Contact Darlene Stouder by phone
at (360) 901-0307

Course Sponsors

For information on sponsoring this CRS
course contact Education Chair Darlene
Stouder at (360) 901-0307 or by email
at darlene@stouderhomes.com

CRS 201: LISTING STRATEGIES

Create Listing Presentations That Deliver. Listing presentations are critical to winning new business. Only those professionals who learn proven listing strategies will earn the trust of new clients and increase their conversion rates. This course covers important skills for conducting effective listing presentations, gaining the trust of potential clients and closing the deal!

- Understand sellers' needs and motivations to provide effective guidance and counseling
- Conduct an effective listing presentation
- Handle seller resistance, concerns, complaints and objections to close effectively
- Communicate effectively and consistently with sellers to provide the best service possible
- Utilize a marketing plan and adapt marketing principles to your listings

Registration:

Networking buffet luncheon included. Payment is required to hold your reservation.

Class Fee	\$295.00
CRS Members	\$250.00
Group of 4 or More Non-Members (<i>Use discount code: Group201</i>)	\$250.00
Audit Rate (<i>Prior class attendance, use discount code: Audit201</i>)	\$190.00

Educational Credit

Individuals who take this course will earn 16 CRS education course credits towards the CRS Designation. Additionally, this course earns 16 Washington and 15 Oregon CE clockhours, and accepted for 15.5 Idaho hours.

Instructor Jackie Leavenworth, CRS



Jackie is a 30 year real estate veteran Certified CRS Instructor, national speaker and coach. She helps real estate professionals develop better systems, dialogues and strategies to work with today's buyer and sellers. Leavenworth's unique and interactive classroom style has even the most seasoned agents changing their business models. Visit her website at www.coachjackie.com

Cancellation Policy

Two weeks prior to course, full refund. Within two weeks of course, 50% refund. After 5:00 pm the day before the course, no refund.

Register

Online at: <http://tinyurl.com/2017CRS201>

Scan for Registration



Class Registration: Online at <http://tinyurl.com/2017CRS201>

Questions? Call Darlene at (360) 901-0307

Course Registering for: CRS 201: Listings Course

Class Date(s): May 1-2, 2017

Name: _____ Firm: _____

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

Phone: _____ E-mail: _____

Payment: _____ Check _____ MC _____ Visa _____ AX _____ Disc _____ Amount: \$ _____ (pre-payment required)

Account Number: _____ Exp: _____ CVC Code: _____ (on back of card)

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



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