



# Turning New Homes Into Ongoing Revenue



The RRC One Day Course **Turning New Homes Into Ongoing Revenue** will help you learn the ins and outs of new home construction, marketing and showing homes at varying stages of completion, and helps agents pitch their services and adapt their market analyses for lenders, developers and builders.

## Upon the successful completion of this course, you will be able to:

- Enhance your ability to pitch your services to builders and developers
- Adapt your negotiation tactics to secure capital from lenders
- Prepare a market analysis for lenders, developers, and builders
- Apply systems and techniques to establish a profitable first-time buyer target market
- Apply market research to push for models you can successfully sell

## Registration:

Class Fee: \$145.00

CRS Members: \$125.00

Group of 4 or more: \$125.00 (Use discount code: Group)

Networking luncheon included. Payment required to hold seats.

Note: Student books will be emailed to participants prior to the class and will not be printed.

## Educational Credit:

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation. Clock hours: Pending in WA | 7.5 OR | 7.5 ID

**Cancellation Policy:** RRC, RRC States and licensees reserves the right to cancel any scheduled course. If a course is cancelled, you will be notified via e-mail or phone and will be given a full refund. RRC, RRC States, and licensees are not responsible for any expenses incurred by the registrant due to cancellation. Class cancellations will be accepted until one week prior to the event. Cancellations will be refunded minus a \$25 administrative fee. No shows will be charged the full registration amount.

## 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, the 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

**March 18, 2019**  
**8:30 am – 5:00 pm**

## Presented by:

North Central Washington Assn. of REALTORS® and Washington RRC

## Course location:

Kings Orchard Church  
1610 Orchard Avenue  
Wenatchee, WA 98801

## Register Online:

<https://tinyurl.com/NewHomes19>

## Questions?

Contact Darlene at (360) 901-0307  
Or [darlene@stouderhomes.com](mailto:darlene@stouderhomes.com)

## ABOUT RRC

The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 34,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.



Register Online: <https://tinyurl.com/NewHomes19>



For more information on other RRC courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit [www.crs.com](http://www.crs.com).