



Council of
Residential Specialists
The Proven Path To Success



Effective Buyer Sales Strategies

November 9th & 10th: CRS 202

8:30am-5:00pm

Instructor: Lee Barrett – 16 CRS Credits & 8 CE Credits

**\$250 Special until October 10th — \$300 Investment
(Includes lunch & snacks).**

This class will be held at Vail Board of REALTORS® office in Edwards Colorado.

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

- ◆ Implement specific prospecting systems to attract buyers
 - ◆ Communicate effectively with buyer prospects
 - ◆ Prepare, plan and conduct an effective buyer interview
- ◆ Develop successful selling strategies and techniques for the different categories of buyers, including the local and out-of-town buyer (to include showing)
 - ◆ Ask closing questions and respond to objections
 - ◆ Demonstrate effective negotiating techniques
- ◆ Build a continuing/ongoing base of referral business by using effective customer service techniques.

**Read more about Eligibility and Requirements
to obtain the CRS designation click [Here...](#)**

To Register please call Erica Kirk at 970-766-1029