



LISTING TOOLS MASTERS USE...

EXCEED BUYER AND SELLER EXPECTATIONS, SO YOU CAN CLOSE MORE DEALS

July 7, 2022 12:30-2:30 pm

Real Estate Education. Simplified

This course is focused on helping a real estate agent understand the importance of listings and the responsibility to a Seller. This course will cover many of the aspects associated with listing a house for sale in regards to financing. The adequate qualification of a buyer, the financing options, as well as appraisal and condition considerations. The quality of this training will also assist in effectively providing improved consumer benefit and quality service.

The ability to sell homes more efficiently may also increase the much-needed shortage of home inventory.

Course Objectives

- Help real estate agents understand the importance of listings in today's real estate market.
- Highlight the importance of financing in a home sale.
- Focus upon the objective of meeting the needs of listing clients.
- Discuss in detail tools that will help make listings more attractive:

Financing options-Lender & Seller Paid Closing Costs-Appraisals

“Kelly Katalinas is a seasoned lender with over 30+ years of lending excellence. As a 2021 Award Winning Lender for Washington Magazine, it is no wonder that agents love working with her....”



Event Details

Investment: \$15 with credit,
Free without credit.
Included Membership Program

Registration:
cindybishopworldwide.com,
upcoming events

Virtual Classroom

Virginia licensing credit:
CE 2 Real Estate Related
PL 2 Current Industry Issues
Broker 2 Broker Mgmt