



Our next Education Excellence Series offers two LIVE classes & lunch or Virtual Hybrid class (no lunch included)

**“Running Your Business in a Low-Inventory Market” 3 clock hours
&
“Co-op(eration): Improving Customer Service Through Synergy With Your Competition” 3 clock hours
*Instructor: Maura Neill from BettsWorks***



Maura Neill (ABR, CRS, e-PRO, MRP) is a second-generation REALTOR® who combines her love for the industry with her passion for education. Before getting into the real estate business in 2001, Maura taught at Florida State University and University of Phoenix. She considers education – both of clients and of other real estate professionals – an important part of her role as a REALTOR®. Maura is a national real estate presenter and a sought-after speaker for leadership training. She is a member of the 2021 NAR Leadership Team, serving as President Charlie Oppler’s Public and Federal Issues Liaison. She is involved as an active REALTOR® volunteer on the national, state, and local levels. Peer recognitions include the 2020 CRS National President’s Award and the 2015 Atlanta REALTOR® of the Year. Maura is a 2016 graduate of the NAR Leadership Academy, a Platinum R RPAC investor, a member of RPAC President’s Circle, and became a member of the NAR RPAC Hall of Fame in 2017.

“Running Your Business in a Low-Inventory Market”

9:00 am-Noon—3 clock hours

Low inventory market means a skill set shift. You need to know how to generate inventory, market yourself to get more listings, handle multiple offers to the sellers AND position buyers’ offers in a multiple offer setting. In this session taken right from the trenches of today’s market, Maura will even address the psychology of the unrealistic seller and the disappointed/angry buyer.

Lunch served from Noon-1:00 pm

“Co-op(eration): Improving Customer Service through Synergy With Your Competition”

1:00 pm-4:00 pm—3 clock hours

As REALTORS®, we work for our clients, but we work with other agents, and the interactions we have with our colleagues can impact our clients’ experience, for better or for worse. In this session, we will explore building better relationships with other agents with the intent to leverage associations to our clients' advantage...and to our own professional benefit and for the betterment of our industry as a whole.

Early registration includes both classes and lunch (deadline 11/7)

LIVE CLASS LIMITED TO FIRST 60 PEOPLE

SAR Members \$80 / Non SAR Members \$100

VIRTUAL HYBRID CLASS LIMITED TO FIRST 50 PEOPLE

(Must have camera on)

SAR Members \$60 / Non SAR Members \$80

Register online @ www.spokanerealtor.com - Click on the calendar and the date to register or call Tami @ the SAR (509) 326-9222

At the door: Members \$100 / Non SAR Members \$120

Cancellation Policy: A refund will be granted until 11/7 @ 4:30 pm

Thurs. Nov 18th, 2021

9:00 am-4:00 pm

@ Centerplace Event Center

2426 N Discovery Place,

Spokane Valley

Registration opens: 8:15 am

Class starts: 9:00 am