



CRS 202: SALES STRATEGIES

Close More Buyers in Less Time. Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. Sales Strategies gives students the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. These effective strategies will give agents customers for life.

- Understand buyer motivation
- Eliminating sales resistance
- Creating trust and loyalty from buyers
- Negotiating skills

REGISTRATION

Register online at: <http://tinyurl.com/2017CRS202>

Includes a buffet luncheon and class materials. Payment required to hold reservation

Class Fee	\$295.00
CRS Members	\$250.00
Group of 4 or More Non-Members (Use discount code: Group202)	\$250.00
Audit Rate (Use discount code: Audit202)	\$190.00

EDUCATIONAL CREDIT

This course earns 16 CRS education credits towards the CRS Designation and 15 Washington or Oregon CE clockhours, and is accepted for 15.5 Idaho Credits.



INSTRUCTOR FRANK SERIO, CRS

Frank Serio, CRS, CRB served as the 2011 CRS National President. Frank has run the gauntlet from sales associate to top producer to sales manager/trainer. In his fast paced presentations, Frank shares his own experiences and the innovative ideas used by top producers across the country. His seminars are packed with knowledge and information, and enjoyed by all. Website: <http://www.theserios.com>

ABOUT CRS

When you earn the CRS Designation, you become part of a network of more than 30,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more visit www.crs.com.

CANCELLATION POLICY

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

COURSE SPONSORS

To sponsor this course, contact Darlene Stouder at (360) 901-0307 or darlene@stouderhomes.com

Scan for Registration



June 8-9, 2017
Registration 7:30 am
8:30 am - 5:00 pm
CenterPlace Event Center
2426 N Discovery Pl
Spokane Valley, WA 99216
Facility Phone: (509) 688-0300

Questions?

Contact Education Chair
Darlene Stouder (360) 901-0307

**Course Proudly Presented
by the Spokane
Association of REALTORS®
and the Washington
and Idaho Councils of
Residential Specialists.**



Council of Residential Specialists
The Proven Path To Success

Class Registration: Online: <http://tinyurl.com/2017CRS202> **Questions?** Call Darlene at (360) 901-0307

CRS Member #: _____ Registration for CRS 202: **Sales Strategies** Date(s): **June 8-9, 2017**

Name: _____ Firm: _____

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

Phone: _____ E-mail: _____

Payment: _____ Check _____ Credit Card *Pre-Payment Required* Payment Amount: \$ _____

Account Number: _____ Exp: _____ Billing Zip Code: _____



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WASHINGTON CRS
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