

WHY DO WE WORK SO HARD TO FIT IN, **WHEN WE WERE BORN TO STAND OUT?**



SELLER REPRESENTATIVE SPECIALIST

Sign up online: tricityaor.com/srs-2020/

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"SRS" IS NOT JUST A FEW LETTERS AFTER YOUR NAME ON YOUR BUSINESS CARD!

March 18 & 19, 2020 • 9am-4pm

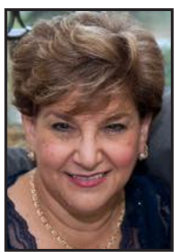
Tri-City Association of Realtors®, 7151 W. Clearwater Ave. Kennewick, WA 99336 - Tickets \$299

The SRS Course will redefine your "normal" and reinvent the way you represent sellers. It provides a comprehensive foundation of skill development, training and resources to help YOU represent the interests of sellers in today's marketplace.

- *Increase listings/grow your business • Demonstrate/communicate your value package to seller clients*
- *Understand & apply the Code of Ethics & Standards of Practice*
- *Understand & comply with state license laws when representing sellers & Understand & apply methods, tools, & techniques to provide support & services that sellers want & need*

AND IT DOESN'T STOP HERE! *Additional Member Benefits Include:*

- Membership in an elite group of trained seller client advocates
- Access to a wealth of member-only education, resources, services, webinars & videos.
- "Find An SRS" Online Directory for the public to access and for direct member to member referral opportunities
- Subscription to the bi-monthly digital Real Estate Business Magazine(link is external) & MORE!



Instructor: Adorna Carroll, DSA, CRB, ABR, SRS, GRI, SRES
is Broker/Owner of Realty3 of CT, President of Dynamic Directions, Inc., an international sales training consulting firm & a partner and co-author of the Seller Representative Specialist (SRS) designation course conferred by the SRS Council, LLP. Adorna has been training future leaders for local & state associations all over the US & Canada for over 10 years by teaching leadership training programs & facilitating strategic planning sessions.

Sponsored by TCAR Professional Development Partners:



Name _____ Phone _____ Email _____

Make checks payable to TCAR OR

Credit card # _____ Exp date _____ Billing zipcode _____

Call TCAR office at 509-783-2184, email to amy@realtoramc.com, fax form to 509-735-2572 or sign up online today!

TCAR Refund Policy: Registration fees will be forfeited if written cancellation is not received at least two (2) business days prior to the class date. No-Shows will be billed. See full education policy here: tricityaor.com/wp-content/uploads/2019/09/Education_Policy.pdf