



Silver Bullet Solutions: Helping Buyers Buy and Sellers Sell



Have you ever asked, "Is there a magic tool or strategy to help my buyers/sellers?" The answer is in learning how to amaze, amuse, delight, and surprise your clients throughout the process of buying/selling a home. Silver Bullet Solutions shares tools to help your buyers buy and sellers sell. Examples include: helping clients make more informed and effective decisions, guiding them to make smarter financial choices, and leveraging information to make the deal on the first attempt.

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

- Recognize how to show and leverage the true value of a property
- Identify communication opportunities throughout the buying/selling process
- Apply strategies, such as the 4 Part Decision Maker and 2nd Choice Strategy, with buyers and sellers so that they may make more informed decisions
- Consumers will feel confident that their agent has facilitated the best outcome

Registration:

Class Fee: \$145.00

CRS Members: \$125.00

Group of 4 or more: \$125.00 (*Use discount code: Group*)

Networking luncheon included. Payment required to hold seats.

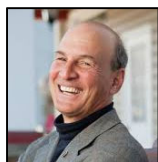
Note: Student books will be emailed to participants prior to the class and will not be printed.

Educational Credit:

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation. Clock hours: Pending in WA and OR | 7.5 ID

Cancellation Policy: RRC, RRC States and licensees reserves the right to cancel any scheduled course. If a course is cancelled, you will be notified via e-mail or phone and will be given a full refund. RRC, RRC States, and licensees are not responsible for any expenses incurred by the registrant due to cancellation. Class cancellations will be accepted until one week prior to the event. Cancellations will be refunded minus a \$25 administrative fee. No refund for no shows.

Instructor Mike Selvaggio, CRS



Mike Selvaggio, CRS has been in the real estate business since 1975. He is an active REALTOR® in Delaware and Pennsylvania, the broker/owner of Delaware Homes, Inc. and served as the 2008 National President of CRS. Selvaggio has published several articles and authored many courses for REALTORS®. He brings sales and marketing ideas that not only work, but have been "field tested," to students. His website is MikeMyCoach.com

Register Online: <https://tinyurl.com/SilverBulletYakima>



March 19, 2019
8:30 am – 5:00 pm

Presented by:

Yakima Washington Association of REALTORS® and Washington RRC

Course location:

Englewood Christian Church
511 N. 44th Ave
Yakima, WA 98908

Register Online:

tinyurl.com/SilverBulletYakima

Questions?

Contact Darlene at (360) 901-0307
Or darlene@stouderhomes.com

About



The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®.

With more than 34,000 agents, the Council is the leading education and networking organization for residential real estate agents.

It also awards the prestigious Certified Residential Specialist Designation® to top-producing REALTORS® who meet education, experience and transaction requirements.

Learn more about the Residential Real Estate Council and how the organization can help you today.

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