The Psychology of Sales and Negotiation

Hosted by Brownsville Board of REALTORS®

When February 22, 2023

9:00 am - 12:00 pm

Where
1825 Central Blvd.
Brownsville, TX 78520
(ZOOM)

Class

Instructor(s) EksAyn Anderson

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

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Registration

Name on TREC license

TREC license # Primary phone

Email address

Courses & fees $30.00

The Psychology of Sales and Negotiation
3 hrs. CE, course #41789

Why would a client choose you over any other agent? What can you do for them that no one else can? This course provides the real estate professional with a simple model for creating efficient and effective agent/client relationships. To do this requires understanding and anticipating the needs of your customers / clients by providing a consistent, high level of professionalism to encourage customer loyalty and foster business growth. Plus learning to negotiate and sell to different personality types whether client or another agent.

Deadline

Register by Feb 21, 2023 After deadline, add $5 to registration fee

Method of payment ☐ Cash ☐ Check ☐ Money order ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Name on card 3-digit CSC

Billing address ZIP

Credit card number Expiration date

Signature

CE credit
If seeking CE credit, please bring your real estate license and a valid photo I.D.

Special services
If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

Refund/cancellation policy
A full refund will be issued if written notification is received by 2/15/2023, otherwise a $5 cancellation fee will be deducted from your refund. No refunds will be issued after 2/21/2023.

To register

Fill out form & email to bbor.spi@gmail.com

Questions contact:
Alexis Arelee Vargas
956-545-0557

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