RRC ONE-DAY COURSE

Creating Listing Abundance

Instructor: Rich Sands

Monday, Nov. 9th, 2020
8:00am – 5:00pm

Presented by:
NEWRA ~ Multiple Listing Service & The NE Wyoming REALTOR Alliance

Course location:
1901 Energy Court, Ste. 155
Gillette, WY 82718

newra@vcn.com
307-682-2789
www.newrealtoralliance.com

RESIDENTIAL REAL ESTATE COUNCIL

Effective and efficient systems for listing and pricing properties is essential for success as a residential real estate agent. *Creating Listing Abundance* provides the knowledge and tools needed to develop and sharpen your listing and pricing systems and strategies. Some of the topics in this fast-paced, information-rich course include the listing mindset, sources of listing business, the listing appointment and presentation, and handling the competition.

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

- Develop a listing mindset focused on market knowledge, self-awareness, and providing excellent service to your clients
- Tap into traditional and modern/digital sources of listing business
- Create and deliver compelling, customized listing presentations that focus on your clients' needs
- Provide seller guidance and counseling on how to leverage market analysis data and the importance of proper positioning
- Effectively manage seller concerns, resistance, and objections

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.

Email the following registration form to: newra@vcn.com today!!

RESIDENTIAL REAL ESTATE COUNCIL

REALTOR®

For more information on other RRC courses or obtaining the CRS Designation, the premier designation for residential real estate professionals, visit CRS.com.

About RRC

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.

CRS.com

RRC ONE-DAY COURSE

Creating Listing Abundance

Northeast Wyoming REALTOR® Alliance
Powering NE Wyoming REALTOR® Professionals since 1979

REGISTRATION FORM

WHERE: **NEWRA**
1901 Energy Court, Ste. 199
Gillette, WY 82718

WHEN: **Monday, November 9, 2020**
8:00am – 5:00pm

WHO (ABOUT YOURSELF): Please fill out completely!

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

REGISTRATION FEE:

NEWRA Member: $FREE **Non-Member $50.00**

WAYS TO REGISTER:

1. Fill out the above information and email to: newra@vcn.com BEFORE Wed. Nov 4th.

Please indicate preferred method of payment:

- ☐ Credit card
  An invoice will be emailed to complete your registration.
- ☐ Check
  Make check payable to: NEWRA
  Send check to: 1901 Energy Court, Ste. 155
  Gillette, WY 82718
  Checks must be received no later than: Friday, Nov. 6th

Please email newra@vcn.com with any questions.

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