

DESIGNATION COURSE



SELLER REPRESENTATIVE SPECIALIST

THE 2-DAY DESIGNATION COURSE PROVIDES A COMPREHENSIVE FOUNDATION OF SKILL DEVELOPMENT, TRAINING, AND RESOURCES TO HELP REAL ESTATE PROFESSIONALS REPRESENT THE INTERESTS OF SELLERS IN TODAY'S MARKETPLACE.

STUDENTS WILL LEARN TO:

- A. INCREASE LISTINGS AND GROW THEIR BUSINESS
- B. DEMONSTRATE AND COMMUNICATE THEIR VALUE PACKAGE TO SELLER CLIENTS
- C. UNDERSTAND AND APPLY THE CODE OF ETHICS AND STANDARDS OF PRACTICE
- D. UNDERSTAND AND COMPLY WITH STATE LICENSE LAWS WHEN REPRESENTING SELLERS
- E. UNDERSTAND AND APPLY METHODS, TOOLS, AND TECHNIQUES TO PROVIDE THE SUPPORT AND SERVICES THAT SELLERS WANT AND NEED

DATE: May 2nd & 3rd, 2016
TIME: 8:30AM-4:30PM
\$249

LOCATION: Arkansas REALTORS Association
11224 Executive Center Drive

COST: Early Bird - \$199
Regular Price -

REGISTER ONLINE: