

CREATE LISTING PRESENTATIONS THAT DELIVER



Council of Residential Specialists
The Proven Path To Success

CRS 201



Listing Strategies for the Residential Specialist

April 6-7, 2017
8:30am – 4:30pm

Presented by:
Northeast Wyoming
REALTOR Alliance

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

Email: newra@vcn.com
Phone: 307-682-2789



Rich Sands

Broker Associate | CRS Since 2005

There isn't a time when Rich Sands doesn't remember being in the teaching business. For 15 years, he taught high school students and then spent another 16 years in the real estate business educating clients about buying and selling homes. For nine of those years, he was the Director of Education for Coldwell Banker Residential Brokerage in Colorado. As a CRS and GRI instructor, Sands has helped hundreds of real estate professionals prepare for the challenges of a fast-moving, rapidly-changing business environment.
Website: <http://www.richsands.com>

Listing presentations are critical to winning new business. Only those professionals who learn proven listing strategies will earn the trust of new clients and increase their conversion rates. This course covers important skills for conducting effective listing presentations, gaining the trust of potential clients and closing the deal!

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

- Understand sellers' needs and motivations to provide effective guidance and counseling
- Conduct an effective listing presentation
- Handle seller resistance, concerns, complaints and objections to close effectively
- Communicate effectively and consistently with sellers to provide the best service possible
- Utilize a marketing plan and adapt marketing principles to your listings

Individuals who take this course will earn 16 CRS Education course credits toward the CRS Designation.

Contact **Northeast Wyoming REALTOR Alliance** to register for LISTING STRATEGIES today at 307.682.2789.

ABOUT CRS The Council of Residential Specialists is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.



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



REGISTRATION FORM

CRS 201



Listing Strategies for the Residential Specialist

WHERE:

NEWRA Office
1901 Energy Court, Ste. 155
Gillette, WY 82718

WHEN:

April 6-7, 2017

WHO (ABOUT YOURSELF):

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

REGISTRATION FEE: NEWRA Members: **\$230.00**

Non-Member: **\$280.00**

Check - Please make check payable to: **NEWRA**

Credit Card -

Name: _____

Card Number: _____

Expires: _____ **CSC:** _____

Billing Zip: _____

Signature: _____

A receipt will be emailed to the address listed above.

CANCELLATION POLICY:

Registrations cancelled before March 31, 2017, will receive a refund of \$180.00. No refunds will be given after the March 31, 2017 deadline.

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