

NEWEST DESIGNATION.....**April 19-20, 2010**



Register Today!

9:00 am – 5:00 p.m.

**Instructor:
Pat
Strong**

The SRS - Seller Representative Specialist Designation awarded by the SRS Council, LLP, has been delivered nationwide and has received rave reviews. This 2-day program focuses on providing the Realtor® practitioner with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment. Topics include manual and e-methods of procuring listings, securing the listing, staging the property and marketing venues, representing the seller client when converting consumer inquiries, co-broking with cooperating agents, protecting the interests of the client when fielding multiple offers, negotiating the offer and inspection phase issues, in addition to following the pending transaction to closing. If you are looking for a formula to compete in the market place, this is the course for you. While Texas is not suffering as much as other parts of the country, the section on how to work with distressed home owners and help them is a crucial part of this course! You'll be amazed at all of the great ideas that you'll take away from this course including how to never negotiate your commission again!

"Price of course, **\$250**. Information received...priceless!" Jan Munson, ReMax

"I have been in the business for over 30 years, can't believe the great ideas I got from this class that I can implement TODAY! It's a must class for everyone." Jeff Nelson, CRB, CRS HJNTeam

"To All Serious Agents: After 33 years in the business and multiple designations, this course by Marcie is by far the best I have taken. If you apply the information you receive to your everyday business, you will improve your professionalism and your financial statement." Jay W. Zea, ABR, CLHMS, CRS, SRS

Offered By:

The Williamson County Association of REALTORS
123 E. Old Settlers Blvd.
Round Rock, TX 78664

Register: www.wcaor.org or 255-6211

Email this form to

Name: _____

Brokerage Firm: _____

Address: _____

City/State/Zip Code: _____

Phone #: _____ **Cell Phone#:** _____

License# _____ **Email:** _____

\$250.00 includes \$99.00 1st year dues to SRS Council

Make Checks payable to WCAOR or

Credit Card# _____ **exp** _____ **SC** _____

Visit the SRSCouncil.com
Course # 14-00-071-8355