

CREATE LISTING PRESENTATIONS THAT DELIVER



Council of Residential Specialists
The Proven Path To Success

CRS 201



Listing Strategies for the Residential Specialist



Gee Dunston has been a senior instructor for the Council of Residential Specialist for over 25 years, and has served as their 2001 president. Gee is currently an Associate Broker with Long & Foster in Ocean City and Salisbury, MD and has helped more than 3000 families achieve the American Dream of homeownership.

Bargain Price: CRS & HCAR Members \$179 Non-Members \$199

September 21 & 22, 2017

Registration: 7:30am – 8:30 am

Class: 8:30am-5pm

Presented by
Hernando County Association of REALTORS® and Florida CRS

Course location:
7321 Sunshine Grove Rd.
Brooksville, FL 34613

Questions:
linda@hernandorealtors.com
352-799-1971

Listing presentations are critical to winning new business, especially during a period of low inventory. 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, pricing a home to sell, closing the transaction and marketing and promoting effectively. Students will go through an actual listing presentation that will help them understand the key steps in the process and create a system for success.

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

- Utilize more effective pricing and marketing strategies!
- Apply a new vocabulary to become partners with the homeowner in the marketing process!
- Avoid death by market data/CMA!
- Utilize effective strategies to sell home for more money in less time!
- Embrace your new role as a marketing realtor, not a listing agent!
- Apply new scripts and dialogues that will enable you to land every listing!

CRS & HCAR Member \$179

Non-Member \$199

Contact the Hernando County Association of Realtors® to register for LISTING STRATEGIES today!

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.



Council of Residential Specialists
The Proven Path To Success



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: Hernando County Association of
REALTORS®
7321 Sunshine Grove Rd
Brooksville, FL 34613

WHEN: September 21 & 22, 2017

WHO (ABOUT YOURSELF):

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

REGISTRATION FEE: CRS & HCAR Member **\$179.00** Non-Member **\$199.00**

WAYS TO REGISTER:

1. Register online at
www.hernandorealtors.com
2. Fill out the above information and mail to:
HCAR, 7321 Sunshine Grove Rd.
Brooksville, FL 34613
3. Fax to 352-799-4350

Please indicate preferred method of payment:

Credit card MC VISA DISCOVER AMEX (Circle one)

Card # _____ Exp. Date: _____

Name as it appears on the card: _____

Address where statement is mailed: _____

City: _____ St. _____ Zip _____

Signature: _____

Check enclosed

Make check payable to: HCAR

Send check to: 7321 Sunshine Grove Rd.

Brooksville, FL 34613

CANCELLATION POLICY:

No refunds after 09/15/2017

Please call 352-799-1971 for any questions.



Council of Residential Specialists
The Proven Path To Success



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