

SVAR EDUCATION

APRIL 18, 2018

9:00 AM – 4:00 PM

**SOUTHSIDE VIRGINIA
ASSOCIATION OF REALTORS®**

114 MAPLE GROVE AVENUE
COLONIAL HEIGHTS, VA 23834

HELP INCREASE YOUR BOTTOM LINE

Are you struggling to generate listings or are you new to the marketplace? This course offers proven strategies for lead generation for sellers. Instruction includes tips for listing presentations and a “how to” for marketing listings in your local area. Wondering what to do about tricky pricing questions or determining the value of the home? Working with Sellers will provide you with the answers to those questions and more. Strengthen your game with information on how improve your communication skills to connect with Sellers and secure their commitment.

INSTRUCTOR



LeRoy Houser

LeRoy is a senior instructor with the Council of Residential Specialists (CRS), and a GRI instructor in several states.

This class is approved for 2 hours of Current Industry Issues and Trends PL credit.

COST: \$99

Fill out the form below and return it to SVAR in person, by fax at (804) 520-4625 or by emailing to dmarchant@svarealtors.com.

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