

Certified Residential Listing Specialist

CRLS Designation Course

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www.agentsinactionpodcast.com

Master Your Listing Presentation, Increase Your Conversion Rate, Generate More Income

TREC Instructor #9829 - Lic # 281 - Course #30681 - Todd Smith - dba - Premier Real Estate Academy

WHY: Listings are a key ingredient to longevity in the Real Estate business. Master skills, strategies and mindset of top listing specialists.

WHEN: March 28th & 29th, 2017

Doors Open/Registration 9:00 am Workshop - 9:30 am to 4:30 pm

WHERE: 5801 Tennyson Parkway Ste. 150 | Plano, TX | 75024

WHAT'S INCLUDED: 2 power-packed days of training, strategies and inspiration all focused on working with sellers. Todd will show you how to massively increase your listing conversion rate. Complete the course and earn your designation as a Certified Residential Listing Specialist.

INVESTMENT: CRLS Workshop Your Way ****Limited Time Offer****

Early Bird Pricing Save \$50 (First 15 to sign up)

Workshop Only: \$249

Earn 12 Hours of TREC CE: Add \$50



BONUS: Lunch Served Both Days

What Agents Are Saying

"I've wasted many hours in seminars turned vendor fairs...Todd's CRLS designation class was THE most relevant info ever delivered to me in a seminar. He delivered brilliant, relevant information for 2 days straight. Deep Bow."

-Sammy Gardner - Realtor 10 years

"I probably have over 2000 hours of training, classes and designations. Todd is the most effective trainer I have ever had."

-Dee Davey - Realtor 38 years

TOPICS COVERED AT THE WORKSHOP:

- Mindset: Everything Starts Here
- The Driving Force Behind What We Do
- Your ONE Thing - Goals & Tools To Achieve
- Communication & The D.I.S.C Personality Styles
- Mastering The Listing Presentation - Step By Step
- A Discussion On Pricing - Get It Right The First Time
- Objections: Learn What To Say & How To Say It
- The Do's and Don'ts When Negotiating
- Closing Skills
- Post Close Systems
- Learn Scripts, Tips & Strategies
- *Register Online Today!*

Learn More & Register <https://planocrls.eventbrite.com>