

Become A ListingMaster

Come and develop a "planned" presentation not a "canned" presentation!

Identify the services you provide to the seller and make them a part of your service agreement. (There are over 150 steps you take from the beginning to post closing). Decide on scripts to differentiate you from the competitor. Determine what you can do that makes it a "must" for the seller to list with you! Consider using visuals and a DVD to support your presentation. Less talk.....more show...

You will learn how to...

- Overcome commission objections
- Identify the importance of a listing presentation that is "planned" not "canned"
- Use effective visuals to explain your services
- Evaluate a "one" step vs. a "two" step presentation
- Ask 3 easy questions to evaluate how serious the Seller really is
- Use a "Sellers Wants & Needs Assessment"
- Develop a plan to respond to objections
- Get the seller involved, forming a partnership to get the property sold

Time: 9:00 a.m.-1:00 p.m.

Price: \$39.00 for Members
\$59.00 for Non Members

Locations & Dates

Feb. 12 - Dallas Office

April 14 - Grapevine Office

May 27 - Richardson Office

MCE Course #04-00-080-7403
Provider # 0011