

Offer Presentation Tactics



TREC # 04-00-121-8563 **4 Hrs MCE**

Every real estate licensee's goal is to "get the offer". Once you've got it, what do you do with it?

This course is designed to increase the licensee's knowledge and understanding of the "right ways" and "best ways" to present an offer to a client or customer, how to anticipate and handle objections and how to shape and present a "counter offer" for your client or customer.

Licenseses will review, in accordance with their fiduciary duties, the many ways to "handle" and "mishandle" multiple offers, how to establish the ground rules and deliver professionalism in the handling of egos, excitement and expectations.

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