



Selling & Marketing Strategies (#101)

Class provided by AAR and the West Maricopa County Regional Association of REALTORS®

April 10-11, 2008

Students will:

- ❖ Learn to goal set and market properties
- ❖ Learn prospecting techniques and how to present offers
- ❖ Learn to handle objections and to problem solve
- ❖ Learn how to do listing and buyer presentations

Student Quotes:

"How important a goal is and how many calls, listings and presentations are needed to achieve the goal"



Course Alternative: If you have been in real estate for 3 years or more, or had a production of 36 closed transaction sides, you are eligible to take a one or two-day 300 elective module (of your choice) in lieu of this module. Fill out the application form found on www.aaronline.com **prior to taking the class** and send it to Brittni Matt, Arizona Association of REALTORS®, 255 E. Osborn, #200, Phoenix, Arizona 85012.

Where: Sun City Classroom 10451W.Palmeras #203-N Sun City, Az. 85373	Time: 8:00 a.m. – 5:00 p.m. (registration begins at 7:30a.m.)
License Renewal Hours: 11-General/3-Disclosure	Instructor: Marge Lindsay
Payment: Must accompany registration form. Fax credit card registrations to 623-974-3789 . At-door registrations will be accepted on a space available basis. \$20.00 fee charged on returned checks.	
Cancellation: Fees will be refunded, less a \$20.00 service charge, if written notification is received one week prior to the class -- after that, no refunds will be given.	
Questions regarding this class: Contact Melody Hoover at 623-931-9294.	
Students have five years to complete the program from the date of their first class. Only REALTORS® and REALTOR ASSOCIATES® are eligible to hold the GRI designation. For additional information regarding the GRI requirements, contact AAR at 602-248-7787 or 1-800-426-7274.	

Name: _____ Nickname: _____ NRDS# _____

Firm Name/ Mailing Address: _____

City, State, Zip Code: _____

Phone: _____ Cell: _____ e-Mail: _____

Name of local association: _____

Number of years in real estate: Less than 1 year 1-3 years 3-10 years over 10 years

I have a disability that requires special accommodations

Check here if you do not want to receive GRI course calendars/updates via e-mail

This is my last GRI class This is my first GRI class (\$25.00 application fee due)

Fees (circle all that apply) \$100.00 (until 03/27/08) \$120.00 (after 03/27/08) \$25.00 (GRI application fee – 1 st class only) \$30.00 (GRI designee)	Method of Payment Check (# _____) or Cash \$ _____ Credit card type: AMEX Discover MC VISA CC# _____ Expiration Date _____
Amt. Paid _____	Signature: _____

Send payment to: West Maricopa County Regional Association of REALTORS® 10451 W. Palmeras Dr. Ste. 203-N Sun City, Az. 85373 Attn: Melody Hoover Fax # 623-974-3789

The GRI designee is the best prepared and most knowledgeable Arizona real estate practitioner.