



Best Practices for Better Buyer Business

Hosted by
South Padre Island
Board of REALTORS®

When January 12, 2018

Where
2111 Padre Blvd. Suite #5
South Padre Island, TX 78597

Registration: 8:15am

Class 8:30am - 5pm

Instructor(s) Mickey Lackey

This is an interactive broadcast class, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor via live video. Contact the host for more information.

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Registration

Name on TREC license

TREC license #

Primary phone

Email address

CE credit

If seeking CE credit, please bring your real estate license and a valid photo I.D.

Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

Refund/cancellation policy

No refunds will be issued after January 8, 2018.

Courses & fees

Best Practices for Better Buyer Business

8 hrs. CE, course #TBD

\$80

All about Buyers! Working with buyers is often the first activity of a real estate practitioner. Turning a suspect into a prospect, to a client to a happy homeowner! Where to find them, including the six most overlooked buyer clients, what to (and not to) say, how to cause them to desire representation, instilling loyalty, get them to the bank, getting them focused and ready to buy, understanding the power of the option, and willing to write an acceptable offer.

Deadline

Register by January 8th After deadline, add \$5 to registration fee

Method of payment Cash Check Money order Visa
 MasterCard Discover American Express

Name on card

3-digit CSC

Billing address

ZIP

Credit card number

Expiration date

Signature

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez
(956) 772-1940



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