



Getting a Yes Out of a No Situation

Hosted by
South Padre Island
Board of REALTORS®

When November 14, 18

Where
2111 Padre Blvd. Ste. 5
South Padre Island, TX 78597

Class
Registration: 9:45am
10am – 12pm

Instructor(s) Leigh York

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

Registration

Name on TREC license

TREC license #

Primary phone

Email address

Courses & fees

\$20

Getting a Yes Out of a No Situation

2 hrs. CE, course #34020

\$20

It's not how many leads and appointments an agent generates-it's how many they close that matters. Closing a real estate deal is all about how you negotiate. There is a difference between a top closer and the typical sales person. It's about negotiating in good faith, whether representing buyer or seller. How to overcome objections get that a "yes" from what seems to be a "no," and end up with delighted clients leading to future referrals.

Deadline

Register by 11/07/18 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



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Provider #0001

800-873-9155 • education@texasrealtors.com

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 November 7, 2018.

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez
(956) 772-1940