



# The Psychology of Sales and Negotiation

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** Fri, February 22, 2019

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

**Class**  
Registration: 8:45am  
9am – 12pm

**Instructor(s)** Rhonda Hamilton

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**

**\$30**

### The Psychology of Sales and Negotiation

3 hrs. CE, course #33139

**\$30**

Why would a client choose you over any other agent? What can you do for them that no one else can? This course provides the real estate professional with a simple model for creating efficient and effective agent/client relationships. To do this requires understanding and anticipating the needs of your customers / clients by providing a consistent, high level of professionalism to encourage customer loyalty and foster business growth. Plus learning to negotiate and sell to different personality types whether client or another agent.

### Deadline

Register by 2/15/19 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

 **TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®  
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 February 15, 2019.

## To register

Fill out this form and email  
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez  
(956) 772-1940