



Generating Buyer & Seller Leads: Capture, Quantify, Convert

Hosted by: Central Hill Country Board of REALTORS® (CHCBR)
Date/Time: Monday, October 30, 2017 8:30 am to 5:00 pm
Location: CHCBR Classroom
 906 N. Milam Street
 Fredericksburg, TX 78624
Instructor: Marion Napoleon 8 CE Hours / Cost: \$95

Registration

Name on TREC License _____

TREC License # _____

Primary Phone _____

Email Address _____

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

Generating Buyer & Seller Leads: Capture, Quantify, Convert

Course # 30098

8 Hours CE

Cost: \$95

As a real estate professional, you know that lead generation is critical for growing your real estate business. What lead generation strategies offer the greatest return or how will you know where to invest your time, efforts and money? This course will help students evaluate the art and science of generating leads. Course will examine the lead generation process from identifying viable leads, to qualifying them and converting them into clients. The course will also review the tools and techniques necessary to implement a successful lead generation strategy that is adaptable to your business and target market.

CE Credit

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

Special Services

If you require special accommodations to participate, please let us know at least 3 days prior to the course and attach a written description of your needs.

Refund/Cancellation Policy

A full refund will be issued if written notification is received by October 23rd, otherwise a \$15 cancelation fee will be deducted from your refund. No refunds will be issued after October 25, 2017.

To Register:

Send form and \$95 check payable to CHCBR, 906 N. Milam Street, Fredericksburg, TX 78624

To pay online, log on to Navica, Click News & Events and Association Events.

Registration Deadline:

October 23rd - After Deadline add \$15 to registration fee!



Texas REALTORS University
Texas Association of REALTORS
Provider #0001
800-873-9155
education@texasrealtors.com

Method of Payment: Cash Check Mastercard Discover Visa Am Express

Name on Card: _____

Billing Address: _____ Zip _____

Credit Card #: _____ Expiration: _____

Signature: _____