



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

## Getting Yes Out of a No Situation

**Hosted by:** Central Hill Country Board of REALTORS® (CHCBR)

**Date/Time:** Monday, April 30, 2017 **11:00 am - 1:00 pm**

**Location:** CHCBR Classroom  
906 N. Milam Street  
Fredericksburg, TX 78624

**Instructor:** EksAyn Anderson **Cost: \$20**

## Registration

Name on TREC License \_\_\_\_\_

TREC License # \_\_\_\_\_

Primary Phone \_\_\_\_\_

Email Address \_\_\_\_\_

### Getting Yes Out of a No Situation - Course #34020 - 2 Hour CE

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. Participants in this session will learn how to persuade sellers to get real about their prices, to get over-priced listings priced right, and to persuade reluctant buyers to buy now, all while providing the highest quality possible customer experience to their clients.

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Method of Payment:  Cash  Check  Mastercard  Discover  Visa  Am Express

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_ Zip \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Expiration: \_\_\_\_\_

Signature: \_\_\_\_\_

### 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 April 23rd, otherwise a \$15 cancellation fee will be deducted from your refund. No refunds will be issued after April 25, 2018.

### To Register:

Send form and \$20 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:

April 23rd - After Deadline add \$20 to registration fee!



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