

## PSYCHOLOGY OF SALES & NEGOTIATION

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

Date/Time: **March 28, 2018**      **9:00 am - 12:00 pm**

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

Instructor: **EksAyn Anderson**      **Cost: \$30.00**



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

## Registration

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

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

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

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

## PSYCHOLOGY OF SALES & NEGOTIATION

**Course # 33139**

**3Hours CE**

**Cost: \$30.00**

***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. .***

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 March 21th , otherwise a \$15 cancellation fee will be deducted from your refund. No refunds will be issued after March 23rd.

### To Register:

Send form and \$30 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:

March 21, 2018 - After Deadline add \$15 to registration fee!



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