



The Care and Feeding of Sellers

Hosted by
South Padre Island Board
of REALTORS®

When November 9, 2017

Where
2111 Padre Blvd. Suite #5
South Padre Island, TX 78597

Class
Registration: 8:15am
8:30am - 11:30am

Instructor(s) Mickey Lackey

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

The Care and Feeding of Sellers

3 hrs. CE, course # 32959

\$30

You got the listing, the lockbox is on the door, the MLS is active, and your sign is in the yard. Now what? It's important to take the right steps during negotiations. In this class, agents will learn what the seller's options are in responding to offers for their property and effectively communicating options to their client. Course will cover key elements when working with sellers including prospecting, difference between property value and property price, preparing and staging property, and marketing listings.

Deadline

Register by **November 3rd** After deadline, add **\$10 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

A full refund will be issued if written notification is received by November 3rd. No refunds will be issued after this date.

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez
(956) 772-1940