



Money, Money, Money

Hosted by
South Padre Island
Board of REALTORS®

When June 29, 2018

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

Registration: 8:15am
Class 8:30am – 5:00pm

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.

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Registration

Name on TREC license

TREC license #

Primary phone

Email address

Courses & fees

\$80

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 May 29, 2018.

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8 hrs. CE, course # 33458

\$80

If you find that most seller objections are about money, you are not alone. This day contains other ways to convey pricing and money concepts to sellers OTHER THAN the traditional CMA. Primary topics are: Absorbtion Rate Pricing, Conveying Pricing Concepts to Sellers, the seller net sheet, and the biggie: Your Fee. Successful financial discussions with sellers don't just happen! It is against our nature, and likely, out upbringing, to discuss money with "strangers". This class benefits the residential practitioner by offering alternate views of pricing concepts, and offers some practice in having those discussions.

Deadline

Register by 05/29/18 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

To register

Fill out this form and email
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez
(956) 772-1940



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