



# Money, Money, Money

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** January 30, 2018

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

Registration: 8:15am

**Class** 8:30am - 5pm

**Instructor(s)** Marion Napoleon

This is an interactive broadcast class, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor via live video. Contact the host for more information.

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## Registration

Name on TREC license

TREC license #

Primary phone

Email address

### 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 January 26, 2018.

### Courses & fees

## Money, Money, Money

8 hrs. CE, course #TBD

\$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 Jan. 26th 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](mailto:Lindsey@spirealtors.com)

Questions?

Contact Lindsey Martinez  
(956) 772-1940



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