



# Generating Buyer and Seller Leads

**Hosted by**  
South Padre Island  
Board of REALTORS®  
**Where**  
2111 Padre Blvd. Ste 5  
South Padre Island, TX 78597

**When** September 24, 2019

Registration: 8:15am

**Class** 8:30am – 5:00pm

**Instructor(s)** Katrina Barnes

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

## Generating Buyer and Seller Leads

8 hrs. CE, course #34298

\$80

As a real estate professional, you know that lead generation is critical for growing your real estate business. What lead generation strategies offer the greatest return or how will you know where to invest your time, efforts and money? This course will help students evaluate the art and science of generating leads. Course will examine the lead generation process from identifying viable leads, to qualifying them and converting them into clients. The course will also review the tools and techniques necessary to implement a successful lead generation strategy that is adaptable to your business and target market.

### Deadline

Register by 9/9/19 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

### 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 September 9, 2019.

## 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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