



# GRADUATE, REALTOR® INSTITUTE

## EFFECTIVE STRATEGIES FOR BUILDING CLIENT RELATIONSHIPS

**6CE** General

**This class will satisfy  
Row 3 in the  
Skill Building Series**

**July 11, 2019**

Check in 8am

Class time: 8:30AM - 3:30PM

Presented  
by:



**ARIZONA**  
association of  
**REALTORS®** &

**Scottsdale Area  
Association of  
REALTORS®**

**H**ow do you increase your "book of business" by turning today's customers into clients for life?

This course covers strategic steps to improve your negotiation skills, assess seller and buyer needs, overcome client objections and deliver a stellar listing presentation.

**This Course will focus on:**

- Defining your role as a REALTOR® and addressing the wants and needs of today's consumer.
- Identifying the articles in the NAR Code of Ethics and Standards of Practice that deal with ethical conduct in negotiation and communication.
- Ways to integrate consulting skills into your real estate practice.

**Instructor:**

*Mandy Neat*

For Instructor bio & GRI Designation info visit [www.azgri.com](http://www.azgri.com)

**Class Location:**

**Scottsdale Area  
Association of  
REALTORS®**

8600 E. Anderson Dr.  
Scottsdale, AZ 85255

480-945-2651

**Fees: based on availability**

\$ 79 through June 27

\$ 89 June 28 - July 10

\$ 99 Day of class / at door

**GRI Designees & non-AAR members must call 480-945-2651 to register.**

\$ 30 GRI Designees

\$ 115 non-AAR members

**Register online:**

[www.scottsdalerealtors.org](http://www.scottsdalerealtors.org)

**Contact:** Laura Grady

**Email:** [Laura@scottdalerealtors.org](mailto:Laura@scottdalerealtors.org)

**Phone:** 480-945-2651

*\*\* Please notify us 7 days in advance if you have any disability that requires special services or access.*

**Cancellation Policy:**

*Fees will be refunded less a \$25 service charge up to 48 hours prior to class. After that, no refunds will be given. "No-shows" forfeit all fees. \$50 charge for returned checks.*

Full Name:

Firm/Company:

NRDS #:

Email:

Phone:

**Credit Card:**

AMERICAN EXPRESS  VISA

MASTERCARD  DISCOVER

**Card Number:**

**Expiration Date:**

**Security Code:**

