

Professional Development Sessions

For Sale by Owner FSBO

Wednesday, March 4, 2015
9:30 a.m. – 12:30 p.m.
RAHB office, McCullough Room
3 CE Credits

Members: \$45 + HST
Non-Members: \$90 + HST

INSTRUCTOR: Michael Appleton

Most homeowners are doing themselves a terrible disservice by attempting to sell their own property privately. Learn how to demonstrate our services to them diplomatically.

Topics covered:

- How to build a relationship with the FSBO
- Explain how they may run into frustrations with their efforts
- How to effectively follow-up with the homeowners until they eventually list on the professional market.

Effective Listing Presentation

Tuesday, April 21, 2015
9:30 a.m. – 12:30 p.m.
RAHB office, McCullough Room
3 CE Credits

Members: \$45 + HST
Non-Members: \$90 + HST

INSTRUCTOR: Michael Appleton

Learn how to build rapport with any homeowner and demonstrate your services to them.

Topics covered:

- Qualify their needs in regard to selling their property
- How you will get them the most money, in a reasonable time-frame with the fewest headaches involved in the process.

HOW DO I REGISTER

Complete the form and return to *Angela*, by email at angelam@rahb.ca or by fax to 905.529.4349
Attention: Angela. For more information, contact *Angela*, Education/Professional Standards Coordinator at 905.529.8101 x233.

Please register me for the course(s) I have indicated above!

(Please Print)

Name: _____ Office: _____

Address: _____ City/Province: _____

Postal Code: _____ T: _____ F: _____

Home Board/Association _____ RECO Registration _____

Payment Method:

Bill my RAHB Account Payment attached VISA Master Card

Card#: _____ CV#: _____ Expiry: _____

(last 3 digit number on back of card)

Signature: _____