

# CRS 201 Listing Strategies for the Residential Specialist (0143)

6 CE Hours & 16 CRS Education Credits

If you have been in real estate for 10+ years and attend this two day CRS course you could obtain your CRS Designation with the Pro-Program. For more information go to [www.CRS.com](http://www.CRS.com)



## October 24-25, 2012

Omaha Area Board

11830 Nicholas St. Omaha, NE

9:00 AM -5:00 PM

Registration opens at 8:30



Certified Residential Specialist  
The Proven Path To Success

### Sponsored by:

Nebraska CRS Chapter ~Lincoln WCR~ Omaha WCR~ Nebraska WCR

### Listing Strategies for the Residential Specialist

The quality of an individuals listing skills can give them a strong competitive edge. Only those professionals who learn proven listing strategies will win over the client and increase their conversion rate. This course provides students with the important skills necessary to conduct successful listing presentations., price a home to sell, close the transaction and market and promote effectively. The course takes students through an actual listing presentation that helps them understand the key steps on this process and create a system for success:

#### COURSE CONTENT:

- ✓ Conducting an effective listing presentation
- ✓ Pricing a home to sell
- ✓ Marketing plans and servicing systems
- ✓ Sellers' needs and motivations
- ✓ PLUS MUCH MUCH MORE

#### Instructor:

### Jackie Leavenworth

#### About "Coach" Jackie

Jackie Leavenworth, ABR, CRB, CRS, GRI, SFR is from the Cleveland, Ohio area and was licensed in 1984. She quickly became her company's top producer and was constantly asked to share the secrets of her success. Jackie has been sharing those secrets for more than 25 years.



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**\$285.00 REALTORS® Members**  
**\$225 CRS & WCR Members**  
**See Discounts**

Early Bird Discount of **\$10 off** when registering before **September 25, 2012**

#### Discounts: (Check Appropriate Boxes)

- Early Bird Discount- \$10 Discount
- Nebraska CRS Discount-- \$10 Discount
- Nebraska WCR Member-- \$10 Discount

Cost	<u>\$285.00</u>	<u>\$225.00</u>
Less Discounts	_____	_____
<b>Amount Enclosed</b>	_____	_____

#### Registration Information

Name \_\_\_\_\_

License # \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Email: \_\_\_\_\_

Payment: \_\_\_\_\_ Check Enclosed    \_\_\_\_\_ MC/Visa/Discover

Card Number \_\_\_\_\_ EXP \_\_\_\_\_

#### Return Registration Form to:

Nebraska CRS Chapter  
800 South 13th St, Suite #200  
Lincoln, NE 68508  
OR FAX: 402/323-6501

OR ONLINE: [www.NebraskaRealEstateEducation.com](http://www.NebraskaRealEstateEducation.com)

### CANCELLATION POLICY

Cancellations after October 11th are **NON-REFUNDABLE!**

Ask for a REALTOR® who has taken the EXTRA step...

**ASK FOR A CRS**