



CRS
202

Sales Strategies

Motivate and Influence More Customers in Any Market

Win over prospective clients in your market and keep them for life with *Sales Strategies* from the Council of Residential Specialists, sponsored by the Greater Nashville Association of Realtors.

Through this solution-oriented Sales Course, you will learn how to work with today's new buyer through counseling, salesmanship and negotiation. *Sales Strategies* will teach you how to:

- Understand buyer motivation
- Eliminate sales resistance
- Create trust and loyalty from buyers
- Improve your negotiating skills

The Sales Course (CRS 202) earns you two units of credit toward the Certified Residential Specialist Designation, the premier Designation for residential real estate agents. Additionally, it is approved for 16 hours of continuing education credit in Tennessee.



George "Gee" Dunsten, CRS

Gee Dunsten has been in the trenches of the real estate business for three decades, selling more than \$200 million during his career. For over 10 years, Dunsten has been a CRS Senior Instructor and served as its 2001 National President. An author and speaker, his hands-on approach to real estate training has made him a popular speaker at the NAR Convention and other conventions and seminars. He has taught in 49 of the 50 states and foreign countries as far-flung as Australia and New Zealand.

This two-day course will be offered July 29-30, 2009 by the Greater Nashville Association of Realtors, 4540 Trousdale Dr., Nashville, TN 37204 / 615-254-7516 / www.gnar.org



Call 615-254-7516 / 888-256-4627 OR see reverse for registration form.



Registration Form

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Where? Greater Nashville Association of Realtors
4540 Trousdale Drive, Nashville, TN 37204

FAX 615-256-1353 / PHONE 615-254-7516
www.gnar.org

When? July 29-30, 2009; 8:30 a.m. – 5 p.m.

Who? (About yourself) PLEASE PRINT

Name _____

Company _____

Address _____

City, State/Zip _____

Phone _____

E-Mail _____

Real Estate License # _____

Name of Your Realtor Association _____

Registration Fee: GNAR Member \$275 Non-Member \$300 (Includes continental breakfast and lunch)

Please indicate preferred method of payment:

Credit Card (Discover Visa MasterCard AmEx)

Check enclosed \$ _____

Make check payable to: GNAR Education Foundation

Account Name _____

Account Number _____

Exp. Date _____

Signature _____

GNAR cancellation policy: No credit for no shows or cancellations one business day or less before class. A course may be cancelled without charge three business days prior to class (by written notice faxed to GNAR at 615-256-1353). A cancellation/administration fee of 20 percent, up to a maximum of \$50 will be assessed for cancellations two business days before class. Questions? Call 615-254-7516.