

CRS 202: SALES STRATEGIES



August 19-20, 2010
8:30 a.m. - 5 p.m.

Presented by
Greater Nashville Association of Realtors

Course location
4540 Trousdale Drive, Nashville, TN 37204

Course provider contacts
ransom@gnar.org
Education Department 615-254-7516
www.gnar.org

SALES STRATEGIES FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS

The Sales Strategies Course (CRS 202) from the Council of Residential Specialists will help you tap into the motivations and concerns of today's qualified home buyers—and help them achieve home ownership.

- Access scripts to identify qualified buyers *and get them in the car*
- Identify today's buyers *and get them off the fence*
- Learn to communicate with your clients *and create trust and loyalty from buyers*

CRS educators are leading professionals who bring practical experience to each course, cutting through the hype and offering you real-world solutions. In CRS two-day courses you'll meet other top agents for prime networking opportunities. Find out what works for other pros—and what doesn't, so you're not stuck re-inventing the wheel.

ABOUT CRS TWO-DAY COURSES

CRS two-day courses also earn you credit toward the industry's premier designation in residential real estate. With the CRS Designation, you become part of the network of more than 40,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and learn more about CRS courses coming to you, visit www.crs.com. Additionally, this course is approved for 16 hours of education credit in Tennessee and may help you earn continuing education credit in your state.



Instructor: Gee Dunsten, CRS
Subject to change without notice.

Contact the Greater Nashville Association of Realtors to register for **SALES STRATEGIES** today at 615-254-7516.

For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.



Council of Residential Specialists
The Proven Path To Success

CRS COURSE REGISTRATION FORM

COURSE: **CRS 202: SALES STRATEGIES**

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

WHEN? August 19-20, 2010 / 8:30 a.m. – 5 p.m.

WHO? (About yourself)

Name

Company

Address

City, State/Zip

Phone

E-Mail

Realtor Association To Which You Belong

NEW PRICING! SAVE \$30 REGISTRATION FEE: GNAR Members ~~\$275~~ **NOW \$245** All Others ~~\$300~~ **NOW \$270**

Please indicate preferred method of payment:

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Check enclosed

Make check payable to: GNAR Education Foundation

Account Name

Account Number

Exp. Date

Signature

TO REGISTER: Please fax your registration form to 615-256-1353 or email to ransom@gnar.org. Questions? Call 615-254-7516.

SUGGESTED HOTEL: Hyatt – Brentwood. 615-661-9477. Mention Greater Nashville Association of Realtors for \$99 rate.

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