



**ILLINOIS  
REALTORS®**  
LICENSING &  
TRAINING CENTER



**RD924 SRS (Seller Representative Specialist) Designation Course**  
**12 Elective credit hours**

**Presented by:** Champaign County Association of REALTORS®  
& Illinois REALTORS®

**Course Date:** August 26 & 27, 2024

**Course #:** 564003105

**Course Time:** 8:30 am - 4:30 pm

**Course Description:**

This 2-day program focuses on providing the REALTORS® practitioner with the tools necessary to represent seller clients. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment. Topics include, securing the listing, staging the property and marketing venues, representing the seller client when converting consumer inquiries, co-broking with cooperating agents, protecting the interests of the client when fielding multiple offers, negotiating the offer and inspection phase issues, in addition to following the pending transaction to closing.

**Course location:** 305 Burwash Ave  
Savoy, IL 61874

**Instructor:** Lynn Madison

**Course Cost:**

**CCAR Member \$150.00**

**Non CCAR Member \$160.00**

**Make checks payable to:** CCAR

**Submit registration to:**

**Email:** gabbyp@illinihomes.com

**Phone:** 217-356-1389 ext 1002

**REGISTRATION**

Name: \_\_\_\_\_ NRDS# or License #: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

If you require special accommodations due to a disability, please describe the accommodation(s) requested:

\_\_\_\_\_

Payment type:      Check Credit/Debit: \_\_\_\_ Visa \_\_\_\_ Mastercard \_\_\_\_ Discover \_\_\_\_ Amex

Account #: \_\_\_\_\_ Expires: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_