

ILLINOIS REALTORS® & NORTHWEST ILLINOIS ALLIANCE OF REALTORS®

Live CE Class Schedule for 2023/2024 Season

Schedule subject to change

The registration link can be found on the Calendar of Events at northwestillinoisalliance.realtor

December 21, 2023 | Rockford Office

Lynn Madison

Courses: 9:00-12:00P RB 730 (3)

Seller Counseling

1:00-4:00P RB 729 (3)

Buyer Counseling

December 21, 2023 | Rockford Office

Lynn Madison

Courses: RB 730: Seller Counseling: Delivery Value - Build Trust - Get Listings (3 credits) - ELECTIVE

9:00-12:00P

564.003876

Do you want to attract more sellers and win more listings in today's competitive market? Do you want to stand out from other agents and show your clients why they should choose you? Do you want to communicate your value proposition clearly and confidently in every situation? If you answered yes to any of these questions, then this course is for you. In this course, you will learn how to: ☑ Define your value proposition and what makes you unique as a real estate agent ☑ Craft a compelling elevator pitch and a powerful listing presentation ☑ Showcase your success and credibility ☑ Handle objections and overcome challenges from sellers Don't miss this opportunity to boost your business and grow your income

Course: RB 729: Buyer Counseling: Deliver Value - Build Trust - Get Loyalty (3 credits) - ELECTIVE

1:00-4:00P

564.003875

Do you want to stand out from other agents and show your clients why they should work with you? Do you want to communicate your value proposition clearly and confidently in every situation? If you answered yes to any of these questions, then this course is for you. In this course, you will learn how to: ☑ Define your value proposition and what makes you unique as a real estate agent ☑ Learn how to showcase your expertise and trustworthiness ☑ Handle objections and overcome challenges from buyers By the end of this course, you will have the skills and tools to articulate your value proposition to buyers and convince them that you are the best agent for the job.

Class Location

NorthWest Illinois Alliance of REALTORS
1161 Tebala Blvd.
Rockford, IL 61108

2023/2024 Online Course Options

The IR/NWIAR School has available online courses for your continuing education needs.
To view these options go to:

<https://northwestillinoisalliance.realtor/online-courses/>

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