



With Instructor
Lynn Madison

RD 924

Seller Representative Specialist Designation Course

Course #564003105

12 Hours Elective CE

June 3rd & 4th, 2024
8:30am to 5:00pm

Class Location:

Three Rivers Association of REALTORS®
303 Springfield Ave
Joliet, IL 60435
815-744-4520
www.trarealtors.net

If you require special accommodations due to a disability, please contact Molly@trarealtors.net to describe the accommodation.

Sponsored by:



Course Description:

This 2-day program focuses on providing the REALTOR® 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-brokering 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.

Cost:

TRAR Members: \$189.00
Non-Members: \$199.00

*Payment is required at Registration.
**If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25 cancellation fee.
^Please Note: A minimum of 20 students is required or class will be cancelled.