

Seller Representative Specialist Course



Two Day Class – September 29 - 30, 2010

Where: 2145 Duluth Highway, Duluth, GA 30097

Phone: (770) 495-7300 **Fax:** (770) 476-7400

Instructor: Frank Mears

SRS - Seller Representative Specialist - is the premiere seller agency designation, conferred by the SRS Council, recognizing real estate professionals who have completed special education in seller representation.

Regardless of how long you have been in the business, Seller Agency has been available and more importantly, it remains the primary focus for agents across the country. Since the advent of Buyer Agency and the emphasis on training how to be an effective buyer representative, it has become apparent we can no longer assume Seller Agents have the same level of effectiveness. The SRS Council set forth to create a new seller designation that would take a new agent to an accomplished level sooner and an already successful agent to an even higher level of competency.

Key Components of the SRS designation class:

Identify elements of a business plan to generate listing business.
Identify branding basics.
Identify Sphere and Cold lead generators.
Identify key methods sellers use to find a listing agent
Understand how to create a Client Packet for sellers.
Review Do Not Call Rules.
Identify key aspects of a seller counseling session.

Two Day Core Class is approved for 12 Hours Georgia Continuing Education Credit

2010 SRS COURSE - \$225 Two Day Class- (\$250 day of class)

This class is eligible for a Georgia Association of REALTORS® Scholarship

Registration INCLUDES MATERIALS, EXAM, AND COMPLIMENTARY FIRST YEAR ANNUAL SRS Council Membership
ALL CLASSES ARE FROM 9:00 AM - 4:30 PM No refunds once registered-No transfers

Register Online at www.namar.org or complete the form below. Please write name exactly as it appears on R. E. license. (Tab through enrollment form, Save as a Word Document and email to barb@namar.org). Or, mail form with full payment to 2145 Duluth Highway, Duluth, GA 30097 (prior to start of class). **Make Check payable to NAMAR.**

NAME: _____ R.E. LICENSE #: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

WORK PHONE: _____ HOME PHONE: _____

E-MAIL: _____

Credit Card Payment: VISA MASTERCARD AMERICAN EXPRESS

Credit Card Number: _____ Expiration Date: _____

AMOUNT OF PAYMENT: _____

SIGNATURE: _____ (Type Name for Signature) DATE: _____



This designation is not recognized as a NAR Designation