



Chandra Hall
Tuesday, March 10th
The Wort Hotel ~ Jackson Room

“Successful Buyer Systems”

9:00 am to Noon

Approved for 3 hours of elective CE by the Wyoming Real Estate Commission

How to Deliver the Best to Today's Buyer

The return on investment when working with buyers in a non-equity housing market tends to create larger income than just managing listings. Learn the real buyer secrets to improve your productivity and to manage the process of working with buyers to generate a higher return on your invested time. Today's buyer needs, wants and expects more from today's real estate professional. The expertise, experience and eloquence to work with buyers set the more successful agents apart from the rest.

Knowing how to help buyers navigate the complexities of a real estate transaction are critical skills as people make, what will be for most, the largest purchase of their life. While many buyers are fearful of purchasing homes in today's state of the market; agents with the proper training, tools and systems can create a steady pipeline of buyers to help grow and sustain their business long term.

“Successful Seller Systems”

1:00 pm to 4:00 pm

Approved for 3 hours of elective CE by the Wyoming Real Estate Commission

How to Deliver the Best to Today's Seller

Today's most successful REALTORS® know how to help sellers maneuver the complexities of the transaction as well as help buyers pursue listed property opportunities. These are not merely good skills to have in today's market—they are critical. In this session you will learn:

- Learn how sellers make decisions to sell and choose a Realtor® and how to become their Realtor® of choice
- Qualify sellers' ability to sell their home in today's market
- Provide services to sellers to maximize their position to obtain the highest realistic price in today's market
- How to build and market to your data base
- Today's market is constantly evolving, being shaped not only by changing market conditions but also by growing consumer demands and expectations. This course will provide you with the newest delivery tools and communication strategies to explode your business within the changing market and to exceed seller expectations from your first contact through the transaction closing.
- Listing more properties is the most proven technique to increase your income. The consumer wants more than just a listing presentation from real estate professionals and is more in tune with the systems and services that have become basic staples of selling real estate. This session will take you to higher levels of capturing listings, servicing listings and pricing them to get them sold in any market.

Cost: TBOR Members - \$30/class ~ \$50 for both classes
Non-Members - \$40/class

NO REFUNDS after March 3rd

☐ Buyer Systems

☐ Seller Systems

Name: _____ RE Lic #: _____

Email: _____

Payment Method:

☐ Check payable to Teton Board of REALTORS®

Visa or MasterCard (Circle One) Name on Card: _____

Card #: _____ Exp: _____ Security Code: _____ Billing Zip Code: _____

Return completed registration form to: TBOR, PO Box 3736, Jackson, WY 83001
Phone: 307-739-1180 ~ Fax: 307-734-7904 ~ Email: tbor@tbor.org