



Something new.
Something better.
July 15-16, 2010

The SRS™ Designation Course: Excellence in Seller Representation

Seller representation is more important in the real estate industry today than ever before.

Here's some feedback from SRS™ designees around the US:

"The modules are information rich and the strategies and techniques are very relative to today's market. I strongly believe that the SRS™ designation should be a prerequisite for Realtors prior to taking a listing. It's my opinion that general instructors teaching miscellaneous CE classes can enhance the students' experience by obtaining/earning the SRS™ designation . . . my relocation clients will be better served and advised going forward by my newly acquired SRS™ skills."

Ronald K. Feir, e-PRO, GRI, SRS™, REALTOR®
Realty One Group, Inc.
Las Vegas, NV

AAR helps you establish a high standard of service in our local industry. SRS™ establishes a new standard for today's seller representative seeking to deliver a higher level of service to their clients. It's a perfect match!

Seller Representative Specialist (SRS™): Improving the Quality of Your Service

For Brokers

- Increased listings
- Higher quality inventory
- Reduced risk
- Superior relocation agents

For Agents

- The best marketing techniques
- The practical knowledge of client management from listing to closing
- A full understanding of legal issues
- A strong Code of Ethics

Don't wait! Register Today! It's easy.

➤ Register online at www.regonline.com/srsjuly





Register Today!

The SRS - Seller Representative Specialist Designation awarded by the SRS Council, LLP, has been delivered nationwide and has received rave reviews. This 2-day program focuses on providing the Realtor® practitioner with the tools necessary to represent seller clients in a variety of formats. 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 manual and e-methods of procuring listings, 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.

Offered By: Arizona Association of REALTORS®
Day/Dates: July 15-16, 2010
Instructor: Joeann Fossland, ePRO, GRI, PMN, SRS
Arizona c/e: 3-contract law/3-agency/6-general
Time: 9:00 – 4:30 both days
Cost: \$275 if registered prior to July 2
Location: Arizona Association of REALTORS
255 E. Osborn, Phoenix
Phoenix

Registration: www.regonline.com/srsjuly
Email Contact: samtakach@aaronline.com
Phone: 602-248-7787

SRSCouncil.com

This cost of this course includes complimentary membership for one year (\$99 value) in the SRS Council.

For a limited time only, there are no elective course requirements