

BROKER COURSES

Offered in:

MONTGOMERYVILLE

The Village Center, Suite 220
515 Stump Road
North Wales, PA 19454



Real Estate Sales

Mondays & Wednesdays,
**September 11, 13, 18,
20, 25, 27**

Instructor: **John Becker**

- ◆ Time: 9:00 a.m. - 2:00 p.m.
- ◆ Tuition: \$395.00 (includes all materials)

- ◆ **APPROVED FOR:**
 - ⇒ 30 Hours, 2 credits toward Real Estate Brokers License in the *Commission-developed* category #CR000312B
 - ⇒ Completes 11 of the 14 hours* of Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015.

- ◆ **TOPICS INCLUDE:**
 - Developing A Sales Attitude
 - Setting Goals
 - Time Management
 - Sales Skills
 - Listing
 - Fair Housing Guidelines

FREE CE:

Pennsylvania Required CE Course, *Rules & Regulations*, provided at no additional cost when you complete a broker course in the 2016-2018 renewal period.

Ask us for details!

www.learnrealestate.com ◆ Phone (215) 855-1265



BROKER COURSES

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CRS 210:



Building an Exceptional
Customer Service
Referral Business

Wednesday and Thursday,

October 11 & 12

CRS Certified Instructor: **Gee Dunsten**

- ◆ Time: 8:30 a.m. - 5:00 p.m.
- ◆ Tuition: \$299.00
- ◆ **APPROVED FOR:**
 - ⇒ 16 CRS Education course credits towards the CRS Designation
 - ⇒ 15 Hours, 1 credit toward Real Estate Brokers License in the *Elective* category #CR009197
 - ⇒ Completes 11 of the 14 hours of Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015.
- ◆ **TOPICS INCLUDE:**
 - Benefits of a referral business
 - Discovering what the client wants
 - Prioritizing your database
 - Hints for written communication
 - Elements of extraordinary customer service
 - Establishing a new business relationship

* * * See **FREE CE** Offer on Page 1 to complete remaining Required CE Hours * * *

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Schlicher-Kratz Institute
REGISTRATION FORM

► *Please Print*

NAME : First _____ Middle _____ Last _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL ADDRESS - (Please print clearly) - _____

PRIMARY PHONE _____ ALTERNATE PHONE _____

*REAL ESTATE LICENSE # _____ - _____ - _____ APPRAISAL CERTIFICATION # _____ - _____ - _____

***SPECIAL NOTE: If you were originally licensed after December 1, 2015, you need to complete 14 hours of "new licensee" continuing education for May 2018 renewal.**

► <i>Course:</i>	LOCATION	DATES	TUITION
_____ Real Estate Sales (2 credits)	Montgomeryville	9/11 - 9/27/17	\$ 395.00
_____ CRS 210: Building an Exceptional Customer Service Referral Business (1 credit)	Montgomeryville	10/11 & 10/12/17	\$ 299.00

TOTAL AMOUNT DUE _____

► *Payment required with application to reserve your seat:*

- Check Enclosed - Made payable to *Schlicher-Kratz Institute*
- Credit Card - (*Visa, M/C, Discover*) # _____ Exp. Date _____
Security Code (CVV) _____ Billing Address _____

► *Registration via:*

PHONE: (215) 855-1265; office hours Monday-Friday, 8:30 am - 4:30 pm **OR**

MAIL: Schlicher Kratz Institute, Inc., 515 Stump Road, Suite 220, North Wales, PA 19454 **OR**

FAX: (215) 855-9332 **OR**

EMAIL: sk@learnrealestate.com

www.learnrealestate.com

Phone **(215) 855-1265** ♦ *Fax* **(215) 855-9332**