

# Profitability Through Professionalism

This program is designed for difficult times. While some agents choose to simply stick their head in the sand during a down market, others are deciding to develop a better plan. By sharpening our level of professionalism as REALTORS<sup>®</sup>, we will see a clear link between more referrals, higher conversion rates and ultimately a more profitable and respectable Real Estate business. Join us to learn how the best-of-the-best conduct their operations and see how you stack up. Instructor Jeremy Havens will present concrete tools, tips, and systems to improve agents' business, work ethic and overall professionalism toward clients, colleagues, vendors and the general public. This class also satisfies the mandatory Fair Housing Requirement.

## Profitability Through Professionalism

Friday, September 28, 2012

9:00 AM - 3:00 PM

Greater Rochester Association of REALTORS<sup>®</sup>

800 West Metro Park Rochester, NY 14623

• Cost: \$75 Members / \$ 115 Non-members

• 5 hrs. C.E. Credit

• Satisfies Fair Housing Requirement



**REGISTER TODAY!**

Go online to [www.GRAR.org](http://www.GRAR.org), fax 585-292-0283, or call 585-341-2150.

Name: \_\_\_\_\_ Member # \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Fax: \_\_\_\_\_ Cell: \_\_\_\_\_

Email: \_\_\_\_\_

Credit Card: Visa \_\_\_ MC \_\_\_ AmEx \_\_\_

Credit card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_