

This class covers everything you need to know as a licensee to position yourself for success as a real estate professional.

Learn systems and strategies to:

- Generate credible leads
- Set goals and effectively manage your time
- Understand your local market and property values
- Define characteristics of buyers and sellers
- Conduct effective listing presentations
- Develop consultative selling techniques
- Gain buyer clients
- Negotiate offers and manage a transaction to a successful closing
- Secure market share
- Market properties successfully



## TRANSFERS

Tuition transfers ARE allowed, however tuition may be transferred only once within a six (6) month period. Students agree that any refund requested on transferred tuition is subject to a 20% service charge.

## REFUNDS

For students who do not wish to transfer into another course, we will issue a full refund if cancellation is received at least seven (7) days before the course start date.

- If the cancellation is not received within seven (7) days of the course start date, a tuition refund will be issued, less a 20% service charge.
- Students agree that any refund requested on transferred tuition is subject to a 20% service charge.

GRAR will NOT refund tuition in the event of:

- A student's failure to cancel before course start date; or
- A student's actions resulting in permanent dismissal from the course.

# Systems and Strategies for Success

Get the key skills you need to jump-start your career and build your clientele!



# Day 1

## Module 1: Understanding the Client

- Section 1: The Marketplace (3 hrs)
- Section 2: The Consumer (1.5 hrs)

## Module 2: Sellers

- Section 1: Listing Checklist (3 hrs)

# Day 2

## Module 3: Buyers

- Section 1: Buyer Checklist (3 hrs)
- Section 2: Agreement through Closing (1.5 hrs)

## Module 4: Marketing

- Section 1: Your Properties (3 hrs)

## Systems and Strategies for Success

### 4 sessions offered in 2018

March 8 & 9, 2018

June 8 & 15, 2018

September 6 & 7, 2018

December 7 & 14, 2018

8:30 am-5:00 pm each day

### Facilitator:

Mike Smith,  
2017 Realtor® of the Year and  
NYSAR Past President

\$199.00 (REALTORS®)

\$275.00 (Non-REALTORS®)

15 CE Hours

## This agent training program will help you:

**UNDERSTAND** the essential elements of a transaction and how to manage the process to a successful closing.

**LEARN** how to develop a systematic process to identify prospects and generate reliable leads.

**UNCOVER** marketing techniques and technologies to sell yourself to prospective clients and maximize property exposure.

**NETWORK** with fellow licensees and position yourself to generate future idea exchanges and referrals.

# Registration

Go to the session you'd like to take on the "**Upcoming Courses**" page of your GRAR Member Portal to register.

Or, call GRAR Member Services

**585.292.5000**

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**GRAR Real Estate School**  
**3445 Winton Place**  
**Rochester, NY 14623**

Classroom is located on the 2nd floor