

Real Estate Improv

The language of communicating with your client


Location:

SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court, San Diego, CA 92111

Instructor:

GINNI FIELD, ABR, CRB, CRI, CHS, SFR, SRES, CNE

REGISTER: www.SDAR.com/education

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PREPAID
Professional Development PASS

SINGLE SESSION

Tuesday, October 29

3:00 pm - 5:00 pm

Improvisation is better known as something performed in comedy clubs. But what do comedians do? They're good at speaking "on the fly," always prepared for objections and ready with answers, and demonstrate fearlessness with language. Are you prepared?

TOPICS COVERED

- Handling client interaction
- Dealing with difficult clients
- Being a "tour guide" for clients
- Terminating client relationships

GINNI FIELD, who began her real estate career in 1986, has served leadership positions on the local, state and national level, and is a respected instructor on a variety of professional development topics.

\$21.25

REALTOR® Plus

\$25

SDAR MEMBERS

\$35

ALL OTHERS


CONTACT INFORMATION

NAME _____

PHONE () _____

ADDRESS _____

☐ HOME
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CITY/STATE _____

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PAYMENT INFORMATION

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By signing, you are confirming that you have read, understand, and agree with our cancellation policy (at right)

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RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com

Fax: (858) 715-8088 | Phone: (858) 715-8040

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.