



An Elective for the ABR Designation

Sponsored by:



- Date:** Tuesday and Wednesday, May 8 and 9, 2018.
Time: Sign-in, books and seating: 8:30am. Class: 9:00am – 4:30pm, both days
Location: Perry Hotel, Resort Room, 100 Lewis St., Petoskey, MI 49770.
Price: **Normally \$249 **SPECIAL FOR EAR AND REALTOR MEMBERS** ONLY \$199**
(Includes all materials, AND 13 Elective and 2 Legal CE Marketplace Approved Con-ed Credits)
How: Pre-registration and Payment Required. Go to www.ReeServices.com and click on Registrations, OR you can Call Real Estate Education Services, Inc. 231.944.9392 and Register over the phone. **LIMITED SEATING!!**
Questions: Call Instructor Rick Conley 231.944.9392 or EAR 231.347.0700.

SRS Designation by REBI/NAR:

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your “normal” and reinvent the way you represent sellers and distinguish you from that of ordinary real estate agents. This course will inspire you with “Professional Fee” objection handling techniques, dialogues, and methods for building and maintaining a seller representation business including how to maintain a strong referral and repeat business for a lifetime. We will explore Seller counseling sessions designed not only to help agents gain the trust of sellers, but you will LEARN HOW TO BLOW AWAY THE COMPETITION!

Value added benefits:

1. SRS is a recognized and approved course within the NAR family of designations.
2. Course completion includes your first year’s dues FREE if and once you become Designated. (Designation Not Required).
3. SRS designees have access to the “Member Center” to include:
 - On-demand videos and Monthly emailed Real Estate Business Institute Magazine.
 - Tips and highlights videos by SRS Instructors.
 - Your “Member Profile” where you can upload and include a bio of your credentials and experience.
 - Designation Certificate.
 - SRS Logo downloads for your electronic and print materials (Once you are an SRS Designee).
 - Online Member Referral Directory for US and Canada.
 - Social medial sites for members – Facebook, Linkedin and Twitter.
 - FREE lapel pin will be mailed to you (Once you are an SRS Designee).

Requirements to achieve your SRS Designation (Designation Not Required):

1. Successfully complete the two-day course. NO EXAM!
2. Complete one elective course.
3. Turn in Three completed Seller Representation transactions, One can be a lease, Teams count too!
4. Once you become Designated (Not Required), Maintain annual dues of \$99. First year dues are FREE



Instructor Rick Conley of Real Estate Education Services, Inc., has over 30 years of residential real estate and teaching experience. Rick has earned an excellent reputation providing NAR/REBAC/REBI designation and certification courses and is the leading instructor in Michigan. Rick’s strives to engage his students in practical open forum maintaining interest for a positive and lasting experience and promotes himself as an ongoing resource for all students.
SRES, ePRO, ABR, GREEN, SFR, SRS, GRI, HAFA, RENE, Broker, and REBAC Hall of Fame recipient.