



In a Tri-Sponsorship with
Real Estate Education Services, Inc.

Present

Two Very Special Certification Events



Event 1:

- Course:** Resort and Second Property Specialist (RSPS) Certification Course (1-day course) (7 Elective CE Credits and CE Marketplace Certified).
- Location:** Odawa Hotel, 1444 S. US 31, Petoskey, MI 49770
- Date:** Wednesday, September 19, 2018.
- Time:** Sign-in, books and Seating: 8:30am. Class: 9:00am – 4:30pm.
- Registration:** Normally \$199, **Special Price \$149.** Go to www.ReeServices.com and click on “Certification Registrations.” Questions: Rick Conley 231-944-9392.

Event 2:

- Course:** Real Estate Negotiation Expert (RENE) Certification Course (2-day course) (16 Elective CE Credits and CE Marketplace Certified).
- Location:** Odawa Hotel, 1444 S. US 31, Petoskey, MI 49770
- Date:** Wednesday and Thursday, November 7 and 8, 2018.
- Time:** Sign-in, books and Seating: 8:30am. Class: 9:00am – 4:30pm, both days.
- Registration:** Normally \$249, **Special Price \$199.** Go to www.ReeServices.com and click on “Certification Registrations.” Questions: Rick Conley 231-944-9392.

RSPS (Resort and Second Property Specialist) Certification

(1 day course, 7 Elective CE Credits). Learn the essentials of buying, selling, and managing resort properties and second homes for recreation, investment and development. This course covers strategies for building a rental business or assessing the investment value of a property. Understand the IRS guidelines for tax treatment of second-home vacation and investment properties; and Use market statistics and trends to develop a business plan. **Certification requirements: Watch 3 provided webinars and a one-time, life-time credentialing fee of \$194.50. Take the Course first and then decide.**

RENE (Real Estate Negotiation Expert) Certification

(2-day course. 16 Elective CE credits). This NEW Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today’s negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client including real-world field scenarios to help negotiators apply the power tools, techniques and tactics in real estate. You will soon realize that the "win-win" objective is merely a perception. Power comes from leveraging your options, understanding communication styles, reading body language, and understanding personalities so that your client has the best possible choices to consider. **Certification requirements: A one-time, life-time credentialing fee of \$159.00. Take the Course first and then decide.**



Instructor Rick Conley has over 30 years of residential real estate experience. Rick the leading instructor in Michigan teaching NAR/REBAC/REBI Designation and Certification courses. Rick’s strives to engage his students in a practical open forum maintaining interest for a positive and lasting experience and promotes himself as an ongoing resource for all. SRES, ePRO, ABR, GREEN, SFR, GRI, HAFSA, SRS, RENE, and REBAC Hall of Fame Inductee. **Questions: Rick Conley 231-944-9392, www.Rick@ReeServices.com**