



Thursday, May 2nd
9:00 a.m. - 12:00 p.m.

Buyer Consultation Process

First-time buyers, move-up buyers, and downsizing buyers. They are all in different places in their lives and need a real estate professional to guide them through the home-buying process. This session covers some of the typical questions most buyers have and how to properly and completely answer them. We'll learn to prepare checklists, conduct a wants and needs survey, and discuss agency and the advantage of representation. You'll be exposed to ideas for marketing to specific buyer markets and to better serve buyers throughout the transaction and even beyond!

Instructor: Greg Glosson

Location:

Obion County Public Library
Meeting Room A

RRAR Member Price: **FREE**, w/ early registration

Non-Member Price: **\$30.00**, after 11 am 4/26, price \$45.00

RRAR and Non-MEMBER Registrations
Early registration ends Friday, April 26th @ 11 am

RRAR No Show/ Cancellation (within 24 hrs) Policy: Fee charged per course hour \$10.00/hr

Registration

Name

License ID #

NRDS ID (M1) #

Contact Phone #/ Email Address

Non-members and Registrations after 11 am on Friday, April 26th

Pay online, <https://app.autobooks.co/pay/reelfoot-regional-association-of>
please provide your name and "buyer class" in the What's this payment for section

For more information, contact Jennifer Hooks rrartn@gmail.com

Remit Registration and Course Fees to:

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- rrartn@gmail.com •