

# **Listing Strategies (Vancouver, WA)**

Join the Washington State Chapter of the Council of Residential Specialists for Listing Strategies: identify the motivations and concerns of today's sellers—and help them close the deal! Upon successful completion of this course, students will be able to learn to price effectively in the current market and get a faster sale, access scripts to work with clients and get their house sold at a fair price, and communicate with clients to create a dynamic of trust and loyalty. Instructor Mike Selvaggio has been in the real estate business since 1975, currently active in Delaware and Pennsylvania.

Individuals who take this course will earn 16 CRS education course credits towards the CRS designation; additionally, this course earns 16 Washington, 16 Oregon, or 15 Idaho CE credits.

Registration includes a networking buffet lunch, but payment is required to hold a reservation. Register online through the CRSWA website.