

# **Effective Buyer Sales Strategies (Portland) / CRS 202**

The Council of Residential Specialists (CRS) invites you attend Effective Buyer Sales Strategies (CRS 202), which will help attendees understand what motivates and influences customers, win over prospective clients, and effectively work with today's buyers. Educational credit will be available for completing the course, taught by Jackie Leavenworth.

This event is co-presented by the Oregon and Washington chapters of the Council of Residential Specialists.

Discover more or register for Effective Buyer Sales Strategies.

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## **Using RPR to Impress Clients and Close More Deals (Salem)**

REALTORS® everywhere are answering questions about a property, a school, what sold recently, and the overall status of a neighborhood with just a few clicks. If you're looking for new ways to deliver excellent customer service to both buyers and sellers, this class is for you! You'll leave knowing how to help sellers understand online value estimates and how RPR provides concrete data to help sellers comprehend market realities. You'll learn how to use RPR's state of the art mapping tools to pinpoint searches, locate neighborhood and

school information, analyze heat map data, and more.

Salem Association of REALTORS® is presenting this course, worth 2 CE credits. Registration costs are \$15 for members, \$20 for members of other associations, and \$30 for non-members. Register for this course by contacting Beth Gipson at Salem Association of REALTORS®.