

Listing Strategies / CRS 201 (Portland)

Listing presentations are critical to winning new business. Only those professionals who learn proven listing strategies will earn the trust of new clients and increase their conversion rates.

The Council of Residential Specialists (CRS) invites you attend Listing Strategies (CRS 201), a course covering important skills for conducting effective listing presentations, gaining the trust of potential clients, and closing the deal.

Instructor Mike Selvaggio has been in the real estate industry since 1975, serving as national president of CRS in 2008. He has published several articles and authored many courses for REALTORS®.

This course is worth 16 credits toward a CRS designation, as well as 16 CE credits in Washington and 15 CE credits in Oregon.

Learn more about Listing Strategies (CRS 201). Registration may be done via the CRS website.