



**OCTOBER 7-8, 2010  
CENTRAL OREGON ASSN.  
OF REALTORS® , BEND**

**Instructed by:  
Jackie Leavenworth, CRS,  
CRB**

## **CRS 201: LISTING STRATEGIES**

**Presented by**



The quality of an individual's listing skills can give him or her a strong competitive edge. Only those professionals who learn proven listing strategies will win over the client and increase their conversion rate. **LISTING STRATEGIES** provides students with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively. The course takes students through an actual listing presentation that helps them understand the key steps in this process and create a system for success.

### **COURSE CONTENT:**

- Conducting an effective listing presentation
- Seller guidance and counseling
- Pricing a home to sell
- Closing techniques
- Marketing plans and servicing systems
- Sellers' needs and motivations



**OFFICIAL SPONSOR  
OF THE  
OREGON CHAPTER**



### **instructor\***



During her 20-plus years in real estate, Jackie Leavenworth, CRS, CRB, has earned such titles as top producer, branch sales manager and real estate trainer and coach. She is committed to

helping others grow personally and professionally, and has shared her knowledge by writing real estate courses and speaking at local and state real estate conventions.

In addition to presenting CRS, ABR and GRI courses, she teaches new-agent and continuing-education classes for Howard Hanna Smythe Cramer and Irongate real estate companies. Her own company, Jackie Leavenworth Seminars, Inc., specializes in coaching and group growth programs for experienced agents.

*\*CRS Instructors are subject to change due to unforeseen circumstances.*

## PLEASE REGISTER ME for CRS 201, Thursday, October 7th-Friday, October 8th

(Registration includes lunch and break refreshments.)

### OREGON CRS CHAPTER MEMBER

- Register before September 23, 2010 \$315.00  
 Register after September 23, 2010 \$340.00  
 On-site (if space available) \$390.00

### **NOT AN OREGON CHAPTER CRS MEMBER?**

Join now to qualify for your \$50.00 discount on all Oregon CRS courses! **You must be a member of the Council of Residential Specialists to join the Chapter.**

- Yes, I will join both the Council (\$60.00 introductory year membership) and the Chapter (\$40) at the class and receive the member price for the class. (Note: Only send in your class registration payment at this time. Payment for membership dues will be taken at the class.)**

### NON-OREGON CRS CHAPTER MEMBER

- Register before September 23, 2010 \$365.00  
 Register after September 23, 2010 \$390.00  
 On-site (if space available) \$440.00

**MAIL REGISTRATION TO:** Oregon Chapter CRS; 825 NE Multnomah, Ste. 1145; Portland, OR 97232

**OR, FAX REGISTRATION TO:** 503-295-2194

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

### PLEASE INDICATE METHOD OF PAYMENT:

- Enclosed is my check for \$ \_\_\_\_\_  
*Make check payable to Oregon Chapter CRS.*
- Charge my Visa or MasterCard (circle one) for \$ \_\_\_\_\_
- Card # \_\_\_\_\_
- Exp. Date \_\_\_\_\_
- Name as it appears on card \_\_\_\_\_
- Signature \_\_\_\_\_

**QUESTIONS? Call 503-228-9560 or toll-free at 1-866-625-8494, or e-mail Chapter Administrator Jane Robertson at [oregoncrs@oregoncrs.org](mailto:oregoncrs@oregoncrs.org).**

## class details

### **COURSE SCHEDULE**

Registration: 8:00 a.m.—8:30 a.m.

Course Hours: 8:30 a.m.—5:00 p.m.

Lunch: Noon—1:00 p.m.

### **CANCELLATION**

In the event you must cancel your registration, your tuition is refundable less a \$50 fee if written notice of cancellation is received by September 23rd. No refunds will be issued after that date.

### **CONTINUING EDUCATION CREDIT**

You will receive 15 hours of continuing education credit. \*This course qualifies for 16 general clock hours in the state of Washington.

### **ACCOMMODATIONS**

Class location: Central Oregon Association of Realtors®, 2112 NE 4th, Bend, OR 97701.

The best real estate educational/motivational course I have ever taken. I feel rejuvenated and refocused. WOW Thank you, Jackie  
Sam Torres Salinas, CA ProAct Cleveland

Jackie has single-handedly changed the way I will list homes  
Connie Ryan Oswego, New York

I am 100% confident that Jackie's tool kit will increase my business exponentially.  
Anonymous, Hawaii

This was one of the most practical courses I have taken in my CRS classes. The instructor is wonderful. Makes it interesting without being over the top!  
Dena Gibson, Greensboro, NC

  
CHAPTER WITH A HEART

*\$5 from every class registration is donated to the Oregon Chapter CRS Chapter with a Heart program. 100% of the funds are distributed to charitable organizations.*