

Exceeding the Expectations Of the Seller



Date, Time, Location, etc.

Course Description

- The seller has complained for years about not hearing from their agent...until it's time to renew the listing!
- The list of "expectations" of the sellers don't seem out of the ordinary.
- Meeting seller expectations is one thing, exceeding them is what makes the agent a "true professional."
- From the prelisting package, the marketing process, and the servicing of the listing this course provides insights on how to go that extra mile...to exceed the seller's expectations.



Registration Form

Name _____
Company _____
Address _____
City, ST, Zip _____
Email _____
Work # _____ Cell # _____
License # _____
Payment: Total \$ _____
 Check Enclosed MC/V/AMEX card
Number: _____ Exp _____
Signature: _____

Meet the Instructor:

Marcie Roggow, ABR/M, CCIM, CRB, CRS, DREI, GRI, SRS
Marcie has long been the REALTORS® favorite trainer because she brings real life situations to the classroom with vigor and a crisp approach. As a practicing broker, she understands the challenges of the real estate professional. Marcie's expertise in law, agency, disclosure and professionalism has earned her the coveted DREI (Distinguished Real Estate Instructor) certification- one of 111 in the country holding that designation. Her quick wit and personal connection will make your time with her fun, educational, and inspiring!