

# How Does Your Buyer/Seller Listing Presentation Set YOU Apart?



Date, Time, Location, etc.

## Course Description

- This presentation is designed to teach the agents how to counsel the buyer and seller through a consultative approach.
- The average agent spends 7 hours preparing for the listing presentation to the seller, yet they spend as long as it takes to do the agency disclosure with most buyers.
- The buyer must have the same information as the seller.
- Perfecting your presentation in the class WILL set you apart!



## 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!