



Council of Residential Specialists  
**WASHINGTON STATE CHAPTER**  
 The Proven Path To Success

# TWO GREAT CRS COURSES



**Jackie Leavenworth, CRS**

Jackie is a 30 year real estate veteran Certified CRS Instructor, national speaker and coach. She helps real estate professionals develop better systems, dialogues and straggles to work with today's buyers and sellers. Leavenworth's unique and interactive classroom style has even the most seasoned agents changing their business models. Check out your instructor at [www.coachjackie.com](http://www.coachjackie.com).

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**“It’s a Price War to the Door”**  
**This Course will change the way you do business!**

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**“Negotiations: The Games People Play”**  
**Learn to recognize the GAMES people play when negotiating!**

## It's a Price War to the Door!

Jackie's most renowned and sought-after course, this course contains new words, dialogues, scripts and methods to separate even the most seasoned agents from the crowd. Gain an edge for your listings and for your marketing with this one-of-a-kind presentation on new pricing techniques. Learn the difference between "pricing" and "positioning" and the true difference between "comparable" and "competition." Agents around the country have increased their listing inventory, decreased their days on market and increased their income after attending this powerful, fun and enlightening course.

## Negotiations: The Games People Play

What is the difference in a master negotiator and the typical sales person? A master negotiator understands and practices solid, proven techniques that get to "yes" bypass "no," and end up with delighted clients leading to future referrals. These negotiation techniques are not human nature, we are not born with these skills! Master negotiators are created through a sincere desire to help others and to learn new skills. Join Coach Jackie for a journey to enhanced negotiation and people skills that can be life changing.

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| <p><b>Date: Monday August 31 2015</b></p> <p>Time: 9:00am-12:00pm – Price War<br/>         1:00pm-4:00pm - Negotiations</p> <p><b><u>3 CRS Elective Credits ---Each class</u></b></p> <p><b><u>3 WA CE Credits Approved --- Each Class</u></b></p> <p>Washington State Chapter of CRS<br/>         Questions? Contact Education Chair<br/>         Darlene Stouder (360) 901 0307</p> | <p>Course location: Tri Cities<br/>         Association of Realtors, Inc.<br/>         7151 West Clearwater Ave<br/>         Kennewick, WA 99336<br/>         (509) 783 2184</p> |
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Class Registration:

Check one box below

- It's a Price War to The Door \$45.00
- Negotiations: The Games People Play \$45.00
- Both Classes \$90.00

CRS Member# \_\_\_\_\_

Name: \_\_\_\_\_ Firm \_\_\_\_\_

Office Address: \_\_\_\_\_ City:, State, Zip \_\_\_\_\_

Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Payment: Check # \_\_\_\_ or Credit Card \_\_\_\_ (Pre-Payment Requested) Amount;\$ \_\_\_\_\_

Account Number: \_\_\_\_\_ Exp: \_\_\_\_\_ CVD (security code required)

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