

GENERATE MORE LEADS



Council of Residential Specialists
The Proven Path To Success

CRS ONE DAY COURSE:



Converting Leads Into Closings



Chandra Hall lives in Colorado Springs, CO where she is a practicing REALTOR® and new home builder. She has been in the business over 17 years, and lived in 19 houses by the age of 16. Chandra is a certified CRS instructor and holds the Distinguished Real Estate Instructor designation (DREI).

Tuesday

September 20, 2016

8:30 a.m.-5:00 p.m.

Instructor: **Chandra Hall**

Presented by:

Greater Tulsa Association of REALTORS®
and OK CRS Chapter

Course Location:

Greater Tulsa Association of REALTORS®
11505 E. 43rd Street, Tulsa, OK 74146

\$75 Spectacular Spring Savings Deal!

NOW through July 16, 2016

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table.

This new CRS One-Day Course highlights traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience--attraction, first contact, needs analysis, incubation, conversion, closing, and beyond.

Upon the successful completion of this course, you will be able to:

- ✓ Develop systems for capturing, converting, and tracking leads
- ✓ Implement customer-focused campaigns that highlight consistent touches via various channels
- ✓ Integrate technical tools to enhance the efficiency and responsiveness of your lead management
- ✓ Set priorities for lead conversion and create an action plan for achieving them

**Two early-bird specials give you two opportunities to \$AVE big on
Converting Leads Into Closings!**

ABOUT CRS

The Council of Residential Specialists is the largest not-for-profit affiliate of the National Association of REALTORS®.

We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities.

CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

[Explore the paths you can take to earn the CRS designation.](#)



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For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.

REGISTRATION FORM

CRS ONE DAY COURSE



Converting Leads Into Closings

Individuals who take this course will earn 8 CRS education course credits towards the CRS Designation.

Additionally, this course is OREC approved for 8 hours of elective continuing education credit in Oklahoma.



WHERE: Greater Tulsa Association of REALTORS®
11505 East 43rd Street, Tulsa, OK 74146

WHEN: Tuesday, September 20, 2016

WAYS TO REGISTER:

1. Register Online (GTAR members only) at www.TulsaRealtors.com
2. Fill out the information below and Mail to: GTAR, P.O. Box 470603, Tulsa, OK 74147 or
Fax to 918-663-8815 Call 918-663-7500 Email to education@tulsarealtors.com

Name _____ Company _____
GTAR Member # _____ License # _____
Address _____ City, State, Zip _____
*Email _____ Phone _____

(*Required for registration confirmation)

REGISTRATION FEE:

- \$75 Spectacular Spring Savings Deal** (Through July 15, 2016)
- \$95 Sizzling Summer Savings Deal** (July 16 – August 31, 2016)
- \$125 Regular Price** (Starting September 1, 2016)

Credit Card (Visa MasterCard Discover American Express)

Account Name _____

Account Number _____

Exp. Date _____

Check Enclosed: Make check payable to: **GTAR**

Questions?

Email education@TulsaRealtors.com
or Call 918-663-7500

CANCELLATION POLICY:

A full refund will be issued on cancellations received by 5:00 p.m. (CDT), Friday, September 16, 2016. No refund will be issued on cancellations received after that time. (GTAR Members: If you charge this class to your GTAR account, and fail to cancel the class by the stated deadline, you are still responsible for paying for the class!)



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