



Nebraska REALTOR® Rookie Training (0596)









8:00-5:00

April 2-3, 2012

Embassy Suites, LaVista

If you have been in business 1 year or 10, Rookie Training is the building block for achieving a comprehensive knowledge of the real estate business.

You will walk away with practical approaches:

-  How to find & work with real prospects, not suspects
-  Effective long-term & short-term prospecting techniques
-  Develop effective planned presentations to buyers & sellers
-  Essential "buzz" words to use when delivering a written (CMA)
-  Tips for marketing in the 21st century
-  Effective negotiations
-  Consumer protection laws
-  Getting to the closing



AND MUCH MORE!!!

Special Price

\$101.00

(a \$350 Value)

April 2-3, 2012, LaVista NE

(held in conjunction with

The Nebraska REALTORS® Association Annual Convention—Embassy Suites, LaVista)

**Class Size limited to first 75 PAID Registrants
Class materials & Grand Lunch on 4/3 included**

**Approved for 9 hours of
Continuing Education Credit towards
license renewal & qualifies
for GRI 101 credit.**



Enclosed is my Rookie Training check/money order for \$101 made payable to:

Nebraska REALTORS® Association OR Charge my : Visa MC Discover

Card Number: _____

Exp. Date: _____ Signature: _____

Name: _____ My license number is: _____

Firm Name: _____ Phone: _____

Address: _____ City _____ State _____ Zip _____

E-Mail: _____

Mail: 800 South 13th Street, Suite #200 Lincoln, NE 68508 **FAX:** 402-323-6501

Phone: 402-323-6500 or 1-800-777-5231 OR Register online www.NebraskaRealEstateEducation.com