



Rookie Training (0596) 15 CE

April 9-10, 2018

8:00-5:00 (Both Days)

Embassy Suites

12520 Westport Parkway, LaVista, NE

Held in Conjunction with NRA Annual Convention

Special Price

\$101

Includes Grand Luncheon on Tuesday

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

You will walk away with practical approaches to:

- ⇒ Understand and develop a target marketing area
- ⇒ Create a prospecting program that is effective
- ⇒ Understand real estate advertising do's and don't's
- ⇒ How to use the real estate contract as a negotiation tool
- ⇒ Agency relationships affects the way a contract is completed
- ⇒ Enact a process for entering inspection requirement negotiations in a competent manner
- ⇒ Establish a budget that will help unsure profitability
- ⇒ PLUS MUCH MUCH MORE!



MEET THE INSTRUCTOR:

Karel Murray holds a BA in Human Resources and has earned numerous designations and certifications, including the prestigious National Speakers Association CSP and the Real Estate Educators Association DREI. Her resume includes experience as a human resources regional executive of a large commercial insurance firm, as an award-winning sales person, as a manager of a top producing real estate office, and now as owner of Our Branch, Inc., a national and international speaking and training company.



**15 Hours of CE Credit PLUS GRI 101 Credit
\$101 Includes Grand Luncheon & Class Materials**

Yes! Sign me up for Rookie Training April 9-10, 2018!

Name _____ Firm Name _____

Address _____ Phone _____ Email _____

City _____ State _____ Zip _____ License # _____

VISA MC Discover Card Number _____ exp _____

Amount enclosed _____ Signature _____

Fax this Registration to: 402/323-6501 OR mail with check to: Nebraska REALTORS® 800 South 13th, Suite 200 Lincoln, NE 68508 OR call with credit card information 402/323-6500 (in Lincoln) or 1-800-777-5231 OR register online at: www.NebraskaRealEstateEducation.com

GRI Board of Governors will be offering 10 Rookie Scholarships for the 2018 Rookie Training. Applications are online at www.NebraskaRealtors.com