

2018 Education Schedule

- April 7** **Succeeding in the Luxury Home Market**
 Instructor: Jack Cotton | 8 CRS Credits. Clock hours: TBD WA | 7.5 OR
 Fairmont Olympic Hotel, 411 University St, Seattle, WA 98101
- This course is designed to assist real estate professionals in developing the market expertise and savvy customer service skills necessary for success in the luxury home market. The focus is on providing learners with a strategy for breaking into the luxury market and valuable tools to successfully compete. **Course held in conjunction with 2018 AREAA Global and Luxury Summit. Includes reception following class.**
- Sept 10-11** **CRS 201: Listing Strategies for the Residential Specialist**
 Instructor: Jackie Leavenworth | 16 CRS Credits. Clock hours: 16 WA | 15 OR | 15.5 ID
 Best Western Plus, 33175 SR 20, Oak Harbor, WA 98277
- The quality of an individual's listing skills can give him or her a strong competitive edge. Only those professionals who learn proven listing strategies will win over the client and increase their conversion rate. Listing Strategies provides students with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively.
- Oct 11-12** **CRS 204: Buying and Selling Income Properties**
 Instructor: Dale Carlton | 16 CRS Credits. Clock hours: 15 WA | 15 OR | 15.5 ID
 Spokane Assn. of REALTORS, 1924 N Ash St, Spokane, WA 99205
- More people have become wealthy investing in real estate than many other investments. Agents who want to learn the specific secrets to smart real estate investments can discover them in this course. Students will learn how to identify the right opportunities in a down market or an up market, compare real estate with other investments and create additional wealth – for themselves and their clients. This high-energy course explores another way to generate sales that has been overlooked. And the results can be life changing! This class is a must for any real estate professional looking to create wealth through residential real estate investments.
- Nov 14-15** **CRS 204: Buying and Selling Income Properties**
 Instructor: Dale Carlton | 16 CRS Credits. Clock hours: 15 WA | 15 OR | 15.5 ID
 Skagit Resort and Casino, 5984 Darrk Lane, Bow, WA 98232
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Pricing Information

Two-Day Classes

Class Fee	\$295.00
CRS Members	\$250.00
Group of 4 or More Non-Members	\$250.00
Audit Rate (<i>previously taken class</i>)	\$195.00