

FMLS: Servicing Buyers and Sellers in Today's Market

3 Hour CE Credit | You Must Be an Active Member of FMLS in order to receive CE Credit



Thu Apr 25, 2019
10:00am to 1:15pm EST



American Real Estate University LIVE CLASS -
1123 Church Street - Suite 103 - Covington, GA

Register At www.AmericanREU.com/classes



Sponsored By

FMLS: Servicing Buyers and Sellers in Today's Market

Today's real estate seller demands more from their agent than just placing a listing on the MLS. They expect and demand that their agent provides them with maximum exposure, strategic marketing, and a successful pricing strategy. On the flip side, today's buyer expects the agent to find solid listings, assist with understanding the home buying process, match with adequate financing, negotiate the contract and close the deal. Designed specifically for newer agents or those who would like to strengthen their understanding of working with buyers and sellers. Agents will increase their skills and their knowledge of the various programs and tools available to them. During this course student will learn how to:

- Access real estate forms
- State the importance of entering accurate, compliant information when entering a listing into an MLS
- Explain the elements of a solid listing
- Demonstrate how to access the various real estate forms and explain the usage of the most common forms
- List and access programs that may assist buyers and when to use them during the buying process
- List and access programs that may assist sellers and when to use them during the selling process