



## A. Shane Mask Class Schedule

Register At [www.AmericanREU.net/classes](http://www.AmericanREU.net/classes)



### PSA® Pricing Strategy Advisor

Why earn Pricing Strategy Advisor?

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives.

Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the PSA certification.

About PSA®

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the National Association of REALTORS® PSA (Pricing Strategy Advisor) certification provides a framework for understanding:

The purpose and benefits of CMAs

Terminology of pricing and valuation... Read more at [AmericanREU.net](http://AmericanREU.net)



When

Mon Sep 15 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®  
3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



### SRS® - Seller Representative Specialist

The SRS® Designation is the premier credential in seller representation!

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your "normal" and reinvent the way you represent sellers. Come learn tips and tools that will equip you to list in today's marketplace.

- \* Increase listings and grow your business.
- \* Demonstrate and communicate your value package.
- \* Understand and apply the Code of Ethics & Standards of Practice.
- \* Understand and comply with all state license laws.
- \* Understand and apply methods, tools, and techniques to provide support and services that sellers want and need.

Agents, brokers and managers from all over the US and Canada say this course exceeded expectations and provided cutting edge tools to outperform the competition.

CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When

Wed Oct 1 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®  
3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



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CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



*When*

Tue Oct 14 10:00am to 05:00pm



*Where*

Coastal Carolinas Association of REALTORS®  
951 Shine Ave - Myrtle Beach, SC



## SMOOTH CLOSINGS Get your deals to the table!

Stalled closings got you frazzled? Ditch the frantic scramble and step into "Smooth Closings," a workshop designed to equip you with the skills to navigate even the trickiest real estate transactions. Whether you're a seasoned pro or a fresh face, this immersive program empowers you to anticipate and navigate common pitfalls in areas like wills, trusts, liens, tax issues, and loan processing.

This course will be your roadmap to mastering the twists and turns that can derail deals. Learn to identify potential roadblocks, strategize solutions, and confidently guide your clients to a seamless closing.

Don't let paperwork pandemonium hold you back. Emerge equipped to close deals with confidence and finesse. Enroll today and watch your confidence soar as you transform into a closing champion!

Course Objectives:

- \* Equip agents with the knowledge and skills to navigate common pitfalls in real estate closings.
- \* Build confidence in handling complex title issues, estate matters, liens, taxes, and loan processing challenges.
- \* Develop effective communication strategies for negotiation and problem-solving during the closing process.
- \* Enhance understanding of key closing documents and legal procedures.



*When*

Tue Dec 2 09:30am to 12:30pm



*Where*

Fayette County Board of REALTORS®  
101 Devant St, STE 706 - Fayetteville, GA

Register At [www.AmericanREU.net/classes](http://www.AmericanREU.net/classes)