



Seller Representative Specialist (SRS)

Course Description

ONLINE LIVE WEBINAR COURSE

The Seller Representative Specialist (SRS) designation course is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. SRS designees are members of an elite group of trained seller client advocates that know the importance of their client's specific needs. The 2-day SRS Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

STUDENTS LEARN TO:

- ✓ Increase listings and grow their business
- ✓ Demonstrate and communicate their value package to seller clients
- ✓ Understand and apply the Code of Ethics and Standards of Practice
- ✓ Understand and comply with state license laws when representing sellers
- ✓ Understand and apply methods, tools, and techniques to provide the support and services that sellers want and need

For Designation Requirements please visit GBAR online (www.gbar.org/srs) or the SRS Council at srscouncil.com

Dates

The Course will run as follows:

Day 1: June 22 & 23, 2020

Day 2: June 29 & 30, 2020

All sessions run 9:00 am - 12:30 pm and you must attend all to complete.

Instructor Jody O'Brien, ABR, CRB, GRI, SRS

Continuing Education Credits

6 MA CE Credits offered:

- Seller Agency (RE01R06)**
- Real Estate Advertising Compliance and the Law (RE41R05)**
- Comparative Market Analysis (RE62RC10)**



REGISTRATION*

GBAR Member: \$225 Non-Member: \$275

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____

Email*: _____

(*confirmations are sent via email)

Check Enclosed (made payable to GBAR)

MasterCard Amex VISA Discover

Total Amount Due: _____

Name on Card: _____

Card Number: _____

Expiration: _____

Fax: 617.812.5941

Questions & Cancellation Policy: contact GBAR Staff at gbareducation@gbrecb.com

Other GBAR courses are available at www.gbar.org *All dates, locations, and topics subject to change.

