



From Call to Close: Listing Presentation Techniques

Make your listing presentations more powerful than ever with this step-by-step guide through the entire process. From the first phone call until your For Sale sign is planted in front of the home, Cathy Jackson shares her proven techniques, including tips on how best to prepare prior to each presentation, some simple methods to make you stand out among other agents, and how to close the deal and get sellers to sign on the dotted line!

- Before the face-to-face
- Initial communications
- In-person Listing Presentation
- Listing presentation prep
- The follow-up
- Q & A

When: Tuesday, March 20, 2018 @ 1:30 pm - 3:30 pm

Where: 1651 N 1st St, San Jose, CA 95112 (408) 445-8500

\$15 for SCCAOR Members

\$20 for Non-Members



Presented By:
Cathy Jackson
Broker Associate
3 Decades of Experience
Sereno Group

Instructor Bio
Online At:
sccaor.com/class/cj

Register:
sccaor.com/class/listing

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