



Multiple-Offer Madness!

How you write, pre-sell and present offers can make the difference between an accepted offer and one that's guaranteed to be rejected. Don't waste your time putting together offers if they don't have the highest probability of being accepted.

In this class you'll learn tips and tricks for increasing your chances of writing the perfect offer, how to build strong relationships with the listing agent and how to present your offer to give yourself an edge whether in-person or electronically.

- Maximizing your leverage in any presentation.
- Setting your offering price in a multiple offer situation.
- Why strong offers begin with strong buyers.
- Avoiding low offers in a hot market.
- Using your lender to strengthen your offer.

When: Tuesday, April 3, 2018 @ 1:30 pm - 4:30 pm

\$25 for SCCAOR Members

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

\$35 for Non-Members



Presented By:
Michael Soon Lee
Broker and Salesperson since 1977
Nationally-Recognized Speaker & Consultant

Register:

sccaor.com/class/multiple

SCCAOR Course Cancellation Policy

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to education@sccaor.com and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes. SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

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