



**Thursday,
April 4, 2019**

10:00 am-1:00 pm

**\$20
Members**

**\$30
Non-Members**



1651 North 1st Street,
San Jose, CA 95112
408.445.8500

HOW TO LIST BUYERS

Getting and keeping the loyalty of buyers is essential to success in real estate. Agents who are able to get buyers to sign an EMPLOYMENT agreement that guarantees them a commission when a client purchases ANY property FROM ANYONE will have no problem with loyalty or earning a good living!

More buyers than ever before want an agent to solely represent them. Agents must become aware of this new way of doing business or they will lose clients to those who regularly practice Buyer-Brokerage.



Presented By:

Michael Soon Lee

Broker | Salesperson Since 1977

**Nationally-Recognized Speaker
and Consultant**

Register:

sccaor.com/class/buyers

SCCAOR Course Cancellation Policy

Rev. 3.5.2019 19HTML1

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.

For more information, contact the education department at education@sccaor.com
For additional Educational Opportunities please visit www.sccaor.com