

FREE!

Total Agent Series Seminar

How to **ROCK** as a Listing or Selling Agent

Schedule of Sessions

Working with Buyers 9 to 11 a.m.

Lee McGinnis, Keller Williams Realty - Leesburg

Mastering the expertise, experience, and eloquence essential to working with buyers sets the more successful agents apart from the rest. And knowing how to help buyers navigate the complexities of a real estate transaction is absolutely critical. Learn systems for managing the process of working with buyers, and gain the tools you need to guarantee a steady pipeline of referrals.

The Real Truth in Lending

What Lenders Wish REALTORS® Knew About the Loan Process

11 a.m. to Noon

Kathy Jones, Long & Foster, Moderator

Have you ever wanted to get a group of lenders together in a room and ask them why there are so many bumps and hurdles in the process of getting a loan approved and getting it closed? Well, here's your chance! Our top industry lenders share little known facts about the process and the small things that can blow up a transaction. Learn how to develop an enduring relationship with your lender while looking like a hero to your clients.

Panelists: John Slye, Fidelity Bank Mortgage; Jennifer Du Plessis, Apex Home Loans; Scott Shelton, Academy Mortgage; Mike Farrell, First Home Mortgage

Successful Listings 1 to 3 p.m.

Michael & Tara Houston, eXp Realty

The quality of an agent's listing skills can give him or her a strong competitive edge. Learn the skills necessary to win sellers over, successfully price and promote a home, communicate and guide sellers through the listing period, contract negotiations, and closings.



APR 6, 2017 - 9 AM to 3 PM

Members: FREE

Nonmembers: \$20

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