

ACCELERATE YOUR SALES



CRS ONE DAY COURSE:



Zero to 60 Home Sales a Year (and Beyond)

Nationally recognized as a residential sales and marketing specialist, Gee Dunsten is currently an associate broker with Long and Foster in Ocean City, MD. He has been a Certified Instructor with the Residential Real Estate Council for more than 25 years and served as 2001 National President. A prolific author and speaker, his hands-on approach to real estate training with leading edge ideas and systems has made him a popular speaker at the NAR conventions, as well as numerous state and local association conventions and seminars.



June 18, 2018

9:00 a.m. – 4:30 p.m.

Presented by
Virginia RRC & NVAR

Course location:
Northern Virginia Association
of REALTORS®
NVAR Fairfax Headquarters
8407 Pennell Street
Fairfax, VA 22031

rrcvirginia@gmail.com
Dixie Rapuano
703.801.2145

goo.gl/42u31C

Do you dream of selling 60 homes or more per year, but aren't sure where to begin? Whether you are looking to jumpstart your business or just starting out, the RRC One Day Course, **Zero to 60 Home Sales a Year (and Beyond)** will help you accelerate your home sales and create a continuous flow of business. Learn new marketing methods that will help you position yourself as the REALTOR® of choice in your area.

Upon the successful completion of this course, you will be able to:

- Develop an effective plan to sell 60 homes (or more) a year
- Create a continuous stream of referrals
- Build an effective team to support your plan

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.

ABOUT RRC The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 31,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. RRC also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

Contact Virginia RRC to register today at rrcvirginia@gmail.com.



For more information on other RRC courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.

REGISTRATION FORM



CRS ONE DAY COURSE:



**Zero to 60
Home Sales a Year
(and Beyond)**



WHERE: NVAR
NVAR Fairfax Headquarters
8407 Pennell Street
Fairfax, VA 22031

WHEN: June 18, 2018
9:00 a.m. – 4:30 p.m.

WHO (ABOUT YOURSELF):

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

REGISTRATION FEE: Member **\$139** Non-Member **\$149**

WAYS TO REGISTER:

1. Register online at goo.gl/42u31C
2. Fill out the above information and mail

to:

Virginia RRC
P.O. Box 3113
Mechanicsville, VA 23116

Please indicate preferred method of payment:

Credit card

Please call 800-462-8841 to complete your registration.

Check enclosed

Make check payable to: RRC

Send check to: Virginia RRC

P.O. Box 3113

Mechanicsville, VA 23116

CANCELLATION POLICY:

The VA RRC reserves the right to cancel any scheduled course. If a course is cancelled, you will be notified via e-mail or phone and will be given a full refund. We are not responsible for any expenses incurred by the registrant due to cancellation. Cancellations will be accepted up to five days prior to the event. Cancellations will be refunded minus a \$25.00 administrative fee. No-shows will be charged the full registration amount..]

**Please call for Dixie Rapuano
(703) 801-2145 with any questions.**



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