

Mastering the Residential Listing Agreement

One of the biggest challenges for agents is learning the listing agreement and explaining it to clients. This One hour class will teach you how to complete and present the agreement. Listing is the bread and butter for most top producers and your expertise and professionalism must separate you from the crowd. Let Steve Turnbloom show you how to perfect your delivery and explain the contract to clients in a simple, easy to understand manner.

This power packed webinar will show you;

- How to complete the listing agreement
- Easy ways to present the agreement to your clients
- How to better understand and explain the specific clauses and content of the RPA
- Simple explanations of the mediation and arbitration clauses
- How to organize the necessary forms in a progressive sequence
- Helpful hints that save you presentation time and gains client trust
- **BONUS!** A quick presentation of the Agency Disclosure

This seminar is taught by Steve Turnbloom, Broker and owner of Turnbloom & Associates real estate and finance. He is a top producer and market innovator actively working in Contra Costa County, California. Steve's teaching style is hands on, real world oriented so you can immediately improve your skills to be more effective and successful.