



2 EXCITING 3 hour CE courses available

\$40 each or enroll in both for \$60 total for 6 elective credit

Location: Charleston Metro Chamber of Commerce, 4500 Leeds Ave, North Charleston 29405

May 31st- 9-12pm- Public Trust

Get ready for an exciting, highly interactive course which explores issues relating to elements of a positive reputation, customer service and real estate professionalism for the general public. Licensees will come to understand the impact of interpersonal communication as well as the negative reputation the industry incurs through predatory lending and our own advertising techniques. Participants will leave with many useful tools as well as 8 ways to build positive public perception through the practice of a client/customer-oriented mindset.

June 14-1pm-4pm- Mind the Gap

Get specific in designing your approach to the different generations and uncover your overall effectiveness by initiating a personal procedural audit process that will help ensure your career stays aligned with a changing marketplace. Targeting communication to the needs of different generations will help create powerful, meaningful connections with the consumer and will build your referral base. When you "mind the gap" everyone wins.

Call/text 843.834.1241 or email brookemadsen.realtor@gmail.com for more information or to register.

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