



# Listing Strategies for the Residential Specialist

CRS 201



Council of Residential Specialists

**SOUTH CAROLINA CHAPTER**

The Proven Path To Success

Presented by:  
All time favorite...

*Mike Selvaggio*

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

- Understand sellers' needs and motivations to provide effective guidance and counseling
- Conduct an effective listing presentation
- Handle seller resistance, concerns, complaints and objections to close effectively
- Communicate effectively and consistently with sellers to provide the best service possible
- Utilize a marketing plan and adapt marketing principles to your listings

*Individuals who take this course will earn 16 CRS Education course credits toward the CRS Designation*

May 6-7 8:30am-5pm  
Mount Pleasant Water Front Park  
The Cooper River Room  
99 Harry Hallman, Jr. Blvd  
Mount Pleasant, SC

Register online at:

<http://www.cvent.com/d/4rq1jb>

Members \$250 Non-members \$295

*Registration fee includes your admission for*

***Cocktails and Conversations***

*Aboard the Carolina Queen immediately  
following class on Wednesday, May 6th.*



***SC CRS Chapter with a Heart***  
proudly supports SC Coalition Against  
Domestic Violence and Sexual Assault

Questions?  
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