



**With Instructor  
Lynn Madison**

**RD 924**

# **Seller Representative Specialist (NAR Designation Course)**

**Course #564003105  
12 Hours Elective CE**

**February 19 & 20, 2026  
9:00am to 4:00pm**

## **Class Location:**

**Joliet Junior College  
Building U, Classroom U1007  
1215 Houbolt Rd.  
Joliet, IL 60431**

**If you require special  
accommodations due to a  
disability, please contact  
Molly@trarealtors.net to  
describe the accommodation.**



**Illinois School of Real Estate**  
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## **Course Description:**

**This 2-day program focuses on providing the REALTOR® practitioner with the tools necessary to represent seller clients. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment.**

**Topics include, securing the listing, staging the property and marketing venues, representing the seller client when converting consumer inquiries, co-broking with cooperating agents, protecting the interests of the client when fielding multiple offers, negotiating the offer and inspection phase issues, in addition to following the pending transaction to closing.**

## **Cost:**

**TRAR Members: \$225**

**Non-Members: \$255**

**\*Payment is required at Registration.**

**\*\*If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25 cancellation fee.**

**^Please Note: A minimum of 15 students is required or class will be cancelled.**