



Illinois School of Real Estate
 POWERED BY ILLINOIS ASSOCIATION OF REALTORS®

**RB 730 – RETHink the Seller
 Conversation: Deliver Value, Build
 Trust, Get the Listing**

Course No. 564003876

3 Hour Elective Class

Course Description:

Things are changing in the real estate world, and we must stay on top of those changes. This course takes a deep dive into the conversations that need to change when discussing compensation with the seller and helps to fine-tune your unique value proposition to assist the seller in making informed decisions and assisting you in performing your statutory duties to your sellers.

LOCATION:

**JOLIET JUNIOR COLLEGE
 BUILDING U, CLASSROOM U1007
 1215 HOUBOLT RD.
 JOLIET, IL 60431**

**Register online at www.trarealtors.net or
 call the TRAR office at (815)744-4520**

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



With Instructor:
 Lynn Madison

April 9, 2026
1PM-4PM

COST:

\$0.00 for Members
 \$35.00 for Non-Members

*Payment is required at registration.
 ** If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25.00 cancellation fee.

