



RB701-Ultimate Service: What Clients Want-What We Deliver

Course No. 564004156

3 Hour Elective Class

Course Description:

In today's competitive and evolving real estate market, clients expect more - more professionalism, more communication, and more value. This course equips real estate professionals with the skills and strategies to meet and exceed those expectations. Agents will deepen their understanding of their role as advisors, advocates, and educators in the client relationship. Through real-world scenarios, market insights, and practical tools, agents will learn to build trust, handle objections, and negotiate effectively. By the end of this course, participants will be prepared to deliver an elevated level of service that today's clients recognize, appreciate—and refer.

LOCATION:

THREE RIVERS ASSOCIATION OF REALTORS®

2531 DIVISION ST.
SUITE 102
JOLIET, IL 60435

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



With Instructor:
Lynn Madison

March 24, 2027

1:00-4:00 PM

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.

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