



RB730- Seller Strategy Session: Getting Results with Vision & Value

Course No. 564003876

3 Hour Elective Class

Course Description:

This course challenges agents to move beyond the traditional listing presentation and become trusted seller advisors. Learn how to conduct powerful seller counseling sessions, communicate your value, develop pricing and marketing strategies, navigate today's compensation conversations, and win more listings by focusing on what matters most to today's sellers.

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

October 22, 2026

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.