



# Illini Valley Association of REALTORS®

In conjunction with  
Illinois REALTORS®

Offers:



## **RB-729 – ReThink Buyer Counseling: Deliver Value-Build Trust-Get Loyalty**

Do you want to stand out from other agents and show your clients why they should work with you? Do you want to communicate your value proposition clearly and confidently in every situation? If you answered yes to any of these questions, then this course is for you. In this course, you will learn how to:

- Define your value proposition and what makes you unique as a real estate agent
- Learn how to showcase your expertise and trustworthiness
- Handle objections and overcome challenges from buyers

By the end of this course, you will have the skills and tools to articulate your value proposition to buyers and convince them that you are the best agent for the job.

**3 Hrs. Elective CE Credit 564003875**

**RB 746- Elements of a Contract: Although the actual contracts and riders may change from one area to another, the concepts and elements involved in sound contract writing do not. This course is designed to cover the elements inherent in all real estate contracts and how the agents’ knowledge impacts their clients, as well as explore the most recent concerns regarding contract preparation.**

**3 Hrs. Elective CE Credit 564003122**

**Instructor: Susan Miller**

I am a:  IVAR Member  IR Member  Non-Member

**WHEN:**

**November 9<sup>th</sup>**

**Fees:** IVAR Members: \$35.00 RB 729/ \$35.00 RB 746  
IAR Members: \$45.00 RB 729/ \$45.00 RB 746  
Non-Member: \$55.00 RB 729/ \$55.00 RB 746

**RB 729 9:00 a.m. – 12:00 p.m.**

**RB 746 1:00 p.m. – 4:00 p.m.**

**Name:** \_\_\_\_\_

**Home Address:** \_\_\_\_\_

**City/State/ Zip:** \_\_\_\_\_

**Location:**

**Utica Community Building  
200 Mill Street  
Utica, IL 61373**

**Local Board:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**License #** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Office Phone:** \_\_\_\_\_ **Cell Phone:** \_\_\_\_\_

**I wish to attend on November 9th, 2023: (check one or all)**

\_\_\_ **RB 729**

\_\_\_ **RB 746**

**All courses start promptly on time.  
LATE ARRIVALS WILL NOT BE ADMITTED!**

**Send reservation with payment to:**

**Illini Valley Assoc. of Realtors 1125 Peoria St., Peru, IL 61354**

**Total amount enclosed: \$** \_\_\_\_\_

[ivar@illinivalleyrealtors.org](mailto:ivar@illinivalleyrealtors.org)

**815-224-1868**

**Fax: 815-224-1816**

**Important Notice:**  
If you have any disabilities that require special accommodations, please identify those specialty needs:

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