



June 07-08, 2017 : Denver/CO

Effective Buyer Sales Strategies (CRS 202)

CRS Course: RS202 (16 Credits) | CE Credit

Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. Sales Strategies gives students the inside track to win over prospective buyers by teaching them the...[read more](#)



June 13-14, 2017 : Edwards/CO

Technologies to Advance Your Business (CRS 206)

CRS Course: RS206 (16 Credits) | CE Credit

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information – anywhere, anytime – can be the...[read more](#)



August 11, 2017 : Colorado Springs/CO

Win-Win Negotiation Techniques

CRS Course: RS121 (8 Credits) | CE Credit

To successfully represent and satisfy their customers, agents must be effective negotiators. In fact, the most recent NAR Profile of Home Buyers and Sellers reports that 87% of buyers identified negotiation skills as a very...[read more](#)



August 30, 2017 : Grand Junction/CO

Mastering Your Time to Achieve Your Goals (CRS 103)

CRS Course: RS103 (8 Credits) |

Being successful isn't just about selling more homes or serving more clients. It's also about effectively managing your business so that you also can devote time to your personal life. This CRS One-Day Course will provide...[read more](#)



September 07, 2017 : Denver/CO

Win-Win Negotiation Techniques

CRS Course: RS121 (8 Credits) | CE Credit

To successfully represent and satisfy their customers, agents must be effective negotiators. In fact, the most recent NAR Profile of Home Buyers and Sellers reports that 87% of buyers identified negotiation skills as a very...[read more](#)



September 20-21, 2017 : Grand Junction/CO

Technologies to Advance Your Business (CRS 206)

CRS Course: RS206 (16 Credits) | CE Credit

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information – anywhere, anytime – can be the...[read more](#)



September 26-27, 2017 : Vail/CO

Building an Exceptional Customer Service Referral Business (CRS 210)

CRS Course: RS210 (16 Credits) | CE Credit

Building an Exceptional Customer Service Referral Business is a highly interactive course designed to deliver all the essentials for refocusing the student's business plan to a customer service centered, repeat and...[read more](#)