



Presents

## **Seller Representative Specialist Designation Course**

*(This is a NAR/REBI Designation course and is CE Marketplace Certified)*



*You also get 13 Elective and 2 Legal CE Credits, and  
BREAKFAST PROVIDED by Baybank and Bay Title Companies!*

Date: Tuesday and Wednesday, February 21 and 22, 2023.

Times: Sign-in: 8:30am. Course: 9:00am – 4:00pm, both days.

Location: Elks Lodge, 510 Ludington St., Escanaba, MI 49829.

Price: FREE to Delta MLS Members per education reimbursement guidelines. Non-members \$235.00.

Registration and Pre-payment Required: [www.ReeServices.com](http://www.ReeServices.com) then Click on Registrations drop down menu, then Click on “Delta MLS – SRS Course.”

### **SRS (Seller Representative Specialist) Designation Course**

**(REBI/NAR Course. 2-day live course. 13 hours Elective CE and 2 hours of Legal CE credits).**

**Excellent for Risk Management!** This two-day course will help real estate professionals thoroughly represent seller clients that will distinguish you from that of ordinary real estate agents, and provide a quality and degree of fidelity to sellers that buyers have benefited. Course offers commission objection handling techniques, dialogues, and methods for building and maintaining a seller representation business leading to a lifetime of referral and repeat business.

***To become Designated: First, take the course. Then if you want to become Designated with ability to use SRS logo, marketing materials, and webinars, you will need to complete an Elective Course. The ABR and PSA courses count as Electives. For a complete list of Electives, go to [www.REBINstitute.com](http://www.REBINstitute.com). Click on “Learning Experiences.” Then under “Designations,” Click on SRS, Then Electives on left. Questions: Contact Rick: 231-944-9392 or [www.Rick@ReeServices.com](mailto:www.Rick@ReeServices.com)***



Instructor Rick Conley has over 34 years of residential real estate and teaching experience. Rick has earned an excellent reputation providing NAR/REBAC/REBI designation and certification courses and is the leading instructor in Michigan. Rick strives to engage his students in practical open forum maintaining interest for a positive and lasting experience, and promotes himself as an ongoing resource for all students.

SRES, ePRO, ABR, GREEN, SFR, SRS, GRI, HAFA, RENE, Broker, and REBAC Hall of Fame recipient.