

# The Challenge of New Home Sales Management (IRM IV)

## Are You Up to the Challenge?

**October 21 & 22, 2010**  
**8:30am – 5:00pm**  
**@ HBA of Raleigh-Wake County**  
**5580 Centerview Dr #115, Raleigh, NC 27606**

**Instructor: Bill Webb**

Improve your business operations, REALTOR® relations and customer follow-up by integrating your sales force into an overall marketing plan. This course emphasizes five basic principles of strategic sales management and teaches you how to get the most from every member of your team.

### As a graduate of this course, you will be able to:

- Implement an improved approach to sales management.
- Set goals for your sales management.
- Manage the sales process.
- Manage prospects, customers and owners.
- Assemble an appropriate sales staff.
- Create training opportunities, equip staff for success and provide guidance to staff.

**Designation Credit:** CMP, MIRM

**Continuing Education Credit:** CAPS, CGA, CGB, CGP, CGR, CSP, CMP, GMB, GMR, Master CSP



**Registration Fees:**  
**NAHB Member: \$375**  
**Non-Member: \$475**  
Includes student materials, snacks & drinks.  
Lunch is not provided.

Register me for **IRM-IV**

Name: \_\_\_\_\_ Amt due: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

E-mail: \_\_\_\_\_ Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

Method of Pmt:  Check  Master Chg/VISA

MC/VISA #: \_\_\_\_\_ Exp Date: \_\_\_\_\_

V# (3 digit # on back of card): \_\_\_\_\_ Billing Street Address: \_\_\_\_\_ Zip Code: \_\_\_\_\_

*Fee must be paid in advance. You must cancel at least 1 week before the first day of class to receive a refund. Any cancellation after that date (or no-shows) will be charged the full amount of the class.*

For more information, contact Judy @ (919) 232-5882. (Fax: 919-233-2036)

**THIS IS YOUR INVOICE.**

