

Certified New Home Sales Professional

Instructors: Gian Hasbrock,
Tom Spicci

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology, and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections.

As a graduate of this course you will be able to

- ▶ Understand the Marketing Process.
- ▶ Understand the Building Process.
- ▶ Understand the Selling Process.

Designation Credit: CSP, MCSP
Continuing Education Credit: CAPS, CGA, CGB, CGP, CGR, CSP, CMP, GMB, GMR, MCSP, MIRM



**Mar 21, 22, & 23,
2012
8:30am-5:00pm**

**5580 Centerview Dr #115
Raleigh, NC 27606**

**Members: \$375
Non-Members: \$475**

This 3-day course is approved for 4 hours of NC REC continuing education credit. If you wish to take this course for continuing education credit, give us your NCREC license # and name as it appears on your REC card, and include an additional \$15 for processing with the NC Real Estate Commission.



Register me for **CSP**.

Member: \$375; Non-member: \$475.
Includes student materials, snacks and drinks.
Lunch is not provided.

Sign me up for CSP.

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

(If CE credits) NC REC License #: _____

E-mail: _____

Phone: _____

FAX: _____

Amt due: _____

Method of Pmt: Check Master Chg/VISA

MC/VISA #: _____ Exp Date: _____

V# (3 digit # on back of card): _____ Zip Code _____

Billing Street Address: _____

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.



*Rev 1/12/11. Previous copies of this registration form are no longer valid