

The Challenge of New Home Sales Management (IRM IV)

Instructor: **Gaye Orr, MIRM**

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.

Graduates of this course 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, MCSP, MIRM



August 9 & 10, 2012
9:00am – 5:00pm

5580 Centerview Dr #115
Raleigh, NC 27606

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

Register me for **IRM IV: The Challenge of New Home Sales Management**

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

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

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.

