



# CRS: Converting Leads Into Closings

**Hosted by**  
South Padre Island  
Board of REALTORS®  
**Where**  
2111 Padre Blvd. Ste 5  
South Padre Island, TX 78597

**When** October 2, 2019

Registration: 8:15am

**Class** 8:30am – 5:00pm

**Instructor(s)** Lee Barrett

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

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## Registration

\_\_\_\_\_  
Name on TREC license

\_\_\_\_\_  
TREC license #

\_\_\_\_\_  
Primary phone

\_\_\_\_\_  
Email address

### CE credit

If seeking CE credit, please bring your real estate license and a valid photo I.D.

### Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

### Refund/cancellation policy

No refunds will be issued after September 26, 2019.

**Courses & fees** \$140

## CRS: Converting Leads Into Closings

8 hrs. CE, course #CE pending

\$140

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This course highlights both traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience--attraction, first contact, needs analysis, incubation, conversion, closing, and beyond.

### Deadline

Register by 9/26/19 After deadline, add \$5 to registration fee

**Method of payment**  Cash  Check  Money order  Visa  
 MasterCard  Discover  American Express

\_\_\_\_\_  
Name on card 3-digit CSC

\_\_\_\_\_  
Billing address ZIP

\_\_\_\_\_  
Credit card number Expiration date

\_\_\_\_\_  
Signature

**To register**

Fill out this form and email  
[Lindsey@spirealtors.com](mailto:Lindsey@spirealtors.com)

Questions?

Contact Lindsey Martinez  
(956) 772-1940

12.09.15