

Don't Miss This!

Keeping Current Matters

The Real Data. The Real Message. The Right Delivery.

Join us as residential real estate expert **Steve Harney** helps you understand **what's** happening in the current real estate market, **why** it's happening and **how to simply and effectively communicate that information to your clients.**

Steve will be teaching:

- How to get all sellers to accurately price their homes to sell in today's market.
- How to get buyers off the fence and to the table, writing an offer.
- How to use current media headlines and
- Tried-and-true negotiation techniques to close more transactions.

Date: February 22, 2012

Time: 9:00 – 10:00 am Registration Networking Coffee & Bagels
10:00 am – 12:00 pm Educational Session

Location: 1000 Lincoln Drive East, Suite 2
Marlton, NJ 08053

Pay & Reserve your seat online at www.NJCRS.com

Donation: \$10 Chapter Members \$20 Non-Members

5 or more agents from the same office 5 for \$50

Sponsor: **New Jersey Delaware CRS Chapter**

Richard Bradford, CRS 2012 President

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Walk ins WELCOME

All proceeds will to NJ DE CRS Chapter with a Heart®

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