



**FOR  
SALE**

# new home sales specialist

## CREDIT INFORMATION

- Submitted: 15 hours PA 10-12  
Real Estate license renewal
- Submitted: 12 Elective Hours  
DE Real Estate license renewal
- Submitted: 12 Hours PA  
Continuing Legal Education
- Applicable: Continuing  
Education for CSP Designation
- 1 PA Broker Credit

## Certified New Home Sales Professional

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.

### You will also gain the following skills:

- Greeting and qualifying a prospective buyer
- Using the area and community as selling point
- Handling objections
- Reducing the process to writing
- Successful closing
- Basic new home financing

DATES: August 17, 18 & 19, 2010

COST: \$275.00 (includes course materials & lunch)

\*Discounted tuition for registration before June 15 \$250

REGISTER: 610-692-7733



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