

# Transforming Difficult Situations Into Profitable Deals



Live streamed CRS course

**July 15 & 16, 2020**

7:30a Check-in, 8:00a - 12:30p. Course  
(You must take both days to receive credits.)

8 CRS credits or 2 designation maintenance credits, 8 elective CE credits



This CRS course will explore strategies and best practices for transforming challenging situations into win-win outcomes. You will learn how to leverage tools, systems, and scripts to effectively manage your professional relationships with difficult buyers, sellers, appraisers, agents, and others. Attendees will leave the class with the skills to assess different personality types and effectively use appropriate communication strategies for each type. In this hands-on, highly engaging course, attendees collaborate on real-world case studies such as low offers, unresponsive agents, combative clients, ego-centric sellers, and your garden variety "problem child" to develop their own styles and techniques for trans-

## Lee Barrett, CRS

CRS Instructor

Lee is a second generation real estate broker and president/owner of his family-owned practice which was established over 55 years ago. Having more than 38 years of real estate experience, Barrett is a practicing real estate agent/broker in the Las Vegas market and continues to stay active and keeps his finger on the pulse of real estate. During his career he has been a top listing agent averaging more than 150 listings a year.



**Lee Barrett**

**Registration Deadline: July 9, 2020**

**Cancellation Policy:** Cancellations by 7/9/20 will receive a 90% refund of your paid tuition. No refunds for cancellations after the 7/9/20 deadline.

### Registration fees:

\$125.00 RRC Chapter Members

\$150.00 Guests

Register online at: [HawaiiREALTORS.com](http://HawaiiREALTORS.com)

Call: #(808) 733-7060

### Live streamed course on Zoom

Hawaii CE requirements:

Email photo I.D. & Pocket License

One student per screen.

You must be visible onscreen during the course

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