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**DO YOU KNOW WHY NEW-BUILT
HOMES OFFER THE BEST PURCHASE
VALUE IN THE MARKET?**

**DO YOU KNOW THAT A BUILDER CAN
HELP YOU MAKE MORE MONEY?**



"I'm Jessica, the Builder's Sales Counselor. I like to work with REALTORS® who know how to make new construction transactions fun & easy for their clients. Believe me when I tell you learning your buythis information is way more fun than following up with Agents for showing feedback about your listing. You'll even find out how Builders can help you make more money and pay you when your cash flow is slowest. See you at the class. The details are below."

Professional Education = 2 CE Hours

BE A PRO, LEARN ABOUT...

- Advantages of new construction
- What is "building green"?
- Custom vs. production homes
- Buyer appointments with Builder
- The Builder's contract
- Understanding Builder incentives
- Commissions - How to protect yours
- Earnest Money - Protecting your client's
- Setting & managing effective expectations
- Effective use of supporting vendors
- New-built transactions improve cash flow
- Using new construction as a referral source

PROFITING WITH NEW HOME SALES

**When: Tuesday March 20th, 2012
9a to 11a**

**Where: Keller Williams Preferred Realty
11859 Pecos St. Suite 100, Westminster, CO
The "Ranch Building" Classroom**

Cost: FREE – Registration required

**R.S.V.P to MattReppas@KW.com
or www.mar20ce.eventbrite.com**

Instructor: Ron Meier was a top producing builder representative and has been Sales Manager for two national builders. With eight years of construction experience and twenty-five years of sales and sales-management experience, Ron is qualified to help you understand the benefits of including new-built homes as part of your service to clients. Ron has an inactive Colorado Real Estate license.

Another event hosted by the
Builder-Realty Council

