

“ESSENTIAL CLOSING STRATEGIES”



Presents...

Thomas Stephani

NAHB Accredited Instructor

Date: Tuesday,
February 10, 2009

Time: 8:00 a.m. Registration
8:30 a.m. – 4:00 p.m. Program
(Lunch included)

Location: SSHBA Office
10767 W. 163rd PL.
Orland Park, IL

Investment: \$185 SSHBA Members
\$235 Non-Members

Location is subject to change.

This course teaches the essentials of closing strategies for new home sales professionals. Through the application of a systematic approach to minimizing objections, proven situational techniques and practical exercises, student will learn strategies and dialogue necessary for success in closing and handling objections.

*This Class qualifies as designation program credit for the Master Certified New Home Sales Professional (MCSP) and the MIRM/CMP Credit.

Sign up today by faxing this form to SSHBA at 708-349-4989!



Essential Closing Strategies

Name/Company _____

Daytime Phone _____ Evening Phone _____

(Please Indicate) SSHBA Member Builder Association Member Non-Member

Make checks payable to SSHBA or I authorize payment by:

VISA MasterCard _____
Card Number Exp. Date

Signature _____

Amount to be billed \$ _____