



# 2010 Success Series

Wednesday, April 7, 2010

12 p.m. - 2 p.m.

## The Buyer Connection

### Get Your Buyer Off the Fence & Under Contract



Let's talk about working with buyers and empowering them to make the right home buying decisions. We'll cover the importance of committing to your clients, addressing objections with the buyer-broker agreement and getting it signed up front.

This session will be packed with information and tips that you can implement into your business now!

Location: Herndon Center, 520 Huntmar Park Drive, Herndon, VA 20170

Cost: \$10, includes lunch

Questions? Contact Renee Brown, 703-207-3204, [rbrown@nvar.com](mailto:rbrown@nvar.com)

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ MI: \_\_\_\_\_ Last 4 SS #: \_\_\_\_\_

Home Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Day Phone: \_\_\_\_\_ Email: \_\_\_\_\_

VA Real Estate License #: \_\_\_\_\_ NVAR Member: Yes No

Payment Type (please circle): AmEx Discover M/C Visa CHECK Check #

Credit Card #: \_\_\_\_\_ Expiration Date: CID: \_\_\_\_\_

Signature: \_\_\_\_\_