

# The SRS™ Designation Course

THE PREMIER SELLER AGENCY DESIGNATION COURSE FOR  
REAL ESTATE PROFESSIONALS

January 26 & 27, 2010

Seller Representative Specialist

RD924

(Qualifies for 6 Hours Elective CE)

## Qualifying is all about learning!

To qualify for the SRS Designation, you must:

1. Take the two day SRS Course.
2. Pass the exam at the end of day two.
3. Pledge to abide by the REALTOR® Code of Ethics by being a REALTOR® and maintain that membership in your local, state and national Association of REALTORS®.
4. Maintain your membership in the SRS Council.
5. At this point, there are no required electives. When electives are required, members in good standing who have attained the designation and have paid their annual dues will not be obligated to take additional course material.



Lynn Madison  
INSTRUCTOR

Once you finish the course, we will send your designation application directly to the SRS Council to complete your candidacy for the SRS Designation. Completion of your SRS Course automatically enrolls you in the SRS Council for one year (a \$99 value). Once you have completed the course, you are a member of the SRS Council and may use the logo in your marketing materials.

*This 2-day program focuses on providing the REALTOR® practitioner with the tools necessary to represent seller clients in a variety of formats. Particular attention is given to differing listing models, office policies, field issues, legal and code ramifications to representing sellers in today's changing environment. Topics include, securing the listing, staging the property and marketing venues, representing the seller client when converting consumer inquiries, co-brokering with cooperating agents, protecting the interests of the client when fielding multiple offers, negotiating the offer and inspection phase issues, in addition to following the pending transaction to closing.*

Sponsored by the Illinois Association of REALTORS® in  
conjunction with the

# PAAR

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