



6 Deadly Pricing Mistakes

Speaker: Jackie Leavenworth

Thursday, February 6, 2020

10:20 AM - 11:50 AM

Partner: SCANA Energy

Evaluation Link: [Click Here](#)

You must attend the full 1.5-hours education session to apply it towards earning CE credit. You must attend at least two 1.5-hours education sessions to earn CE credit.

Due to seating capacities dictated by local fire code ordinances, seating for all education sessions will be based on a first come-first serve basis. GAR will not be allowed to have attendees sitting on the floor or standing up once the room's seating is full.

GREC School #271

1 session = No CE

4 sessions = 6 hours CE

6 sessions = 9 hours CE

2 sessions = 3 hours CE

5 sessions = 7.5 hours CE

7 sessions = 10.5 hours CE

3 sessions = 4.5 hours CE

Download the Conference Mobile App "[Attendify](#)"
"Georgia REALTORS® - 2020 ICE" from the App Store

OR

Conference App QR Code:



#garealtors @garealtors



“Coach Jackie”

Leavenworth

ABR, CRB, CRS, GRI, SFR

6 Deadly Pricing Mistakes

Mistake #1: Mismanaged Expectations

Notes:

Mistake #2: Using Misleading Words

- Price: _____
- List Price: _____
- Reduced Price: _____
- Active Listings: _____
- Fair Market Value: _____

Mistake #3: Ignoring the True Competition

- Notes: _____

Mistake #4: Traditional CMA's

Notes: _____

Mistake #5: Setting the Price

Notes: _____

Mistake #6: Asking For a Price Reduction

Notes: _____

	<p>PREMIUM <i>BettsWorks Guaranteed</i> PRESIDENT</p> <p>Coach Jackie Leavenworth</p> <p>"Our Realtors can never get enough of Jackie. They want her back year after year. What they love is her practical suggestions to building their business. They can relate and take her suggestions to the marketplace. That empathy and smile she has is contagious!" - Pat Riley, President/COO, Allen Tate Companies</p>	<p>Agent: Lisa Betts (888) 423-3430 Lisa@BettsWorks.com www.BettsWorks.com</p> <p>Jackie Leavenworth is proudly represented by</p> <p><i>All the Best</i> </p>
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