



BUILDING INVENTORY IN A TIGHT MARKET

WITH NELSON ZIDE

In this class, Nelson gets into DEEP DETAIL on how to get more listings. Starting with, expanding your prospecting methods and techniques to help find more listing prospects to having a finely-tuned presentation to make the most of each appointment.

Covered: The 7 Biggest Ideas to Create & Convert Leads and Listings

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About Nelson Zide

Having been in the real estate industry for over 40 years, Nelson is considered to be not only somewhat of an expert in the field, but also a specialist.



Nelson has been one of the top producing broker/owners in the ERA system since 1980. He and his company have been in the top 10 companies in the ERA system for the past 15 years. This trailblazer is also an author of two books: How to Have a Successful Real Estate Business...and a Real Life at the Same Time and Be a Consultant...Not Just a Salesperson. He also mentors realtors all over the country, and of course those in his office.

— REGISTRATION FORM —

Building Inventory in a Tight Market

Date: Tuesday, June 14, 2022

Time: 9:00 a.m.—11:30 a.m.

Location: RAPV

Member Price: \$30.00

Non-Member Price: \$40.00

Registration and cancellation policy:

No tuition transfer to another class. Those canceling within one week forfeit the tuition.

REGISTRATION DEADLINE: June 10, 2022

Name: _____

Company: _____

Email: _____

Phone: _____

Payment Method (check one): CHECK VISA MASTERCARD

Credit Card #: _____

Exp. Date: _____ **CVV:** _____ **Total amount:** \$ _____

Signature: _____

Register online via RAPV.com/Member Portal/Events.

Make checks payable to REALTOR® Association of Pioneer Valley and mail to: 221 Industry Ave, Springfield, MA 01104. Questions? Contact Laura Herring at Laura@rapv.com or call (413) 785-1328.