

The Pricing Strategy Advisor (PSA) Certification

GRI 505-Working with Sellers

Wilbert Square Event Center | 931 25th Ave. | Brookings, SD
March 19, 2020 ~ 8:30 a.m.—4:00 p.m.

Why earn Pricing Strategy Advisor?

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives. Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the PSA certification.

In the one-day course, "Pricing Strategies: Mastering the CMA," learn how:

1. to select appropriate comparable and make accurate adjustments,
2. guide sellers and buyers through the details of CMAs and the underlying pricing principles that inform them, and
3. interact effectively with appraisers.

Instructor: Brandon Johnson, Alexandria, MN

Education Hours: 6 Elective and .5 Required CE Hours (pending); 6 hours GRI 505: Working with Sellers; Elective hours for the Accredited Buyer's Representative (ABR) and Seller Representative Specialist (SRS) designations

	<u>Before Feb. 29th</u>	<u>After Feb. 29th</u>	<u>Onsite Registration</u>
SDAR Member	\$110	\$135	\$160
REALTOR® GRI Designation	\$55.00	\$67.50	\$80
Non-SDAR Member	\$150	\$175	\$200

PSA Registration Form

Name _____ Firm _____

Address _____

City _____ State _____ Zip Code _____

Phone _____ Email _____

Referring Friend _____

Charge: Visa MasterCard Discover or Check payable to SDAR for \$ _____ enclosed.

Card # _____ Exp. Date ____ / ____ Amount \$ _____

Signature _____ Date _____

Mail or fax this form to South Dakota REALTORS® at the address listed below. Confirmed registrations ONLY upon receipt of tuition.

SDAR REFUND POLICY: All requests for refunds need to be submitted in writing to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received 14 calendar days prior to the event will receive a full refund minus a processing fee of \$20. Refunds requested less than 14 calendar days prior to the class will receive a 50% refund minus a processing fee of \$20. Refunds requested the day of the class or those registrants who do not attend (no-show) will not be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within one week following the date of the course. \$25 additional fee for registering at the door.