



**Managing Seller & Buyer Expectations**  
**A 3 Part Series in March**  
*Offered by RVAR's Education Committee*



*Learn how to manage Seller and Buyer expectations throughout the transaction – Before, During and After*



**MARCH 6<sup>th</sup> – BEFORE:** Prepare Sellers on the process of selling their homes, from finances to pricing to staging. Learn how to establish a Buyer's wants, needs and financial comfort zone.

CHRISTY CROUCH  
 RE/MAX All Points

WALTER GREWE  
 Long & Foster, REALTORS®



**MARCH 13<sup>th</sup> – DURING:** Educate Sellers on showings, negotiations, inspections and repairs. Prepare Buyers on how to craft their offer, deal with multiple offer scenarios and negotiate repairs.

SHANNON HINES  
 Long & Foster, REALTORS®

BETH WILSON  
 BHHS Premier, REALTORS®



**MARCH 20<sup>th</sup> – AFTER:** Learn proven techniques for staying in touch with your Sellers and Buyers after closing. (Think future listings and referrals.)

JOAN TURNER BHHS Premier, REALTORS®

**All Classes are held at the RVAR Office, starting @ 10AM-11:30AM.**

Check-in will begin at 9:30 AM for each class offered.

**Sign Me Up For....**

March 6th:  March 13th:  March 20th:

Register online @ [rvar.com](http://rvar.com)

Fax this form to 772-0528

Email ([contactus@rvar.com](mailto:contactus@rvar.com)) or mail ↓↓

ROANOKE VALLEY ASSOCIATION OF REALTORS®  
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 Phone 540-772-0526

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

EMAIL \_\_\_\_\_

**\*\*NOTE\*\* PARKING** - If you park in the front please park in the spaces closest to Starkey Road away from the building or the best parking is in the back of the building in the spaces next to the fence. Thank you.