



Certified Sales Professional (CSP) Course



Course counts as 12 CE Credits with the Alabama Real Estate Commission

Course Description: This professional-level course is designed for specialists in new home sales. Participants will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections. Other topics include construction process overview, financial and legal aspects of new home sales, and the art of customer service.

Target Audience: Realtors & New Home Sales Professionals

Instructor: Corrinne Bennett, MIRM, CSP, CGP, CMP
Corrinne Bennett Marketing

Date: Monday - August 16, 2010
Tuesday - August 17, 2010
Wednesday - August 18, 2010

Time: Monday: 8:00 am - Check-In
Monday: 8:30 am - 5:00 pm - Class
Tuesday and Wednesday: 8 am - 5 pm
(Continental Breakfast and Lunch will be provided)

Place: H/MCBA Office
2804 Bob Wallace Avenue
Huntsville, AL 35805

Cost: \$350.00 per person for H/MCBA Sales & Marketing Members
\$375.00 per person H/MCBA Members
\$400.00 per person for Non-Members

Questions?
Email Lynn at
Lynn@buildersassn.org or call
256-536-2602 today!

Cancellation Policy:
Cancellations/Refund Policy -
If cancelled before Friday,
August 6, 2010 no fee will be charged.

No shows and/or cancellations after
Friday, August 6, 2010 will not receive
any refund.

REGISTRATION FORM - CSP Course Monday, Tuesday & Wednesday - August 16 - 18, 2010

Pre-registration is required!
Registration Deadline:
August 6, 2010

To register, please complete the following:

Name: _____

Company: _____

Address: _____ City/State/Zip: _____

Daytime Phone #: _____ Fax #: _____

E-mail address: _____

Payment Method: \$ _____ Amount (refer to cost breakdown above)

Check VISA MasterCard

Credit Card #: _____ Exp. Date: _____

Billing Address: _____ CVV Code: _____

City, State, Zip: _____

Name of Authorized Person for Billing & Credit Card Accounts (please print)

Signature _____
The signer above is authorized to charge on this account. The signer accepts total responsibility governing the use of this credit card and agrees to comply with the terms of the issuer.

Return to: H/MCBA - 2804 Bob Wallace Avenue - Huntsville, AL - 35805 or fax to (256) 536-2657
Deadline for registration: August 6, 2010

