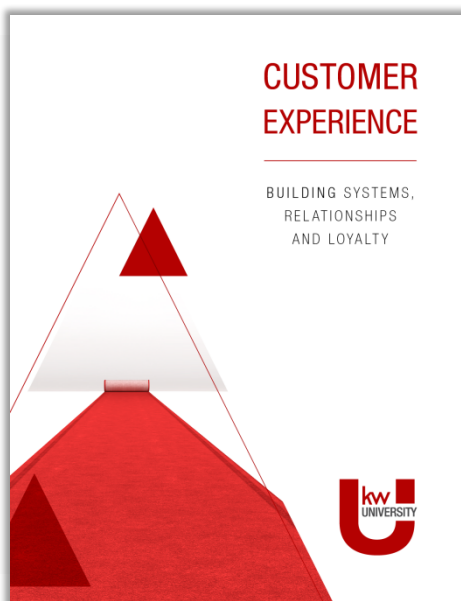


CUSTOMER EXPERIENCE

BUILDING SYSTEMS, RELATIONSHIPS AND LOYALTY

Associates often get preoccupied with trying to determine what they should charge the customer. In this two-part course, you'll learn that the more emphasis you put on delivering value and satisfaction through great customer service, the less emphasis your customer puts on pricing.



June 26, 2019

9am-5pm



LSU Alumni Center

3838 W Lakeshore Dr. Baton Rouge



\$79

includes lunch and materials

Register at GulfStatesEvents.com

This course will teach you how to:

- Develop the skills to set, service, satisfy and surpass your customer's expectations.
- Understand how to position yourself through your pricing strategy.
- Learn to obtain more appointments and more listings without compromising your commission rate.
- Examine how you can compete against discounters.

Audience:

- Any agent who wants to improve their customer service skillset and understand how to position themselves through their pricing strategy.

