

More WRA Courses

ABR DESIGNATION COURSE



FEBRUARY 26-27, 2019

About ABR

Homebuyers need a REALTOR® with knowledge and expertise to represent them throughout a real estate transaction. With the ABR designation, that REALTOR® is you!

About the course

The ABR two-day core course provides the tools to represent buyer-clients in real estate transactions and provide them the same level of service that sellers typically enjoy. This course also offers ideas and methods for building a buyer-representation business, forming buyer relationships, winning repeat business and more.

Learn more: wra.org/ABR

CRS COURSE: POWER UP ON SMART HOME TECHNOLOGIES



APRIL 9, 2019

About CRS

The CRS is the professional designation offered by the Residential Real Estate Council. The CRS designation recognizes professional accomplishments in both experience and education.

About the course

This course explores smart home technology in relation to real estate marketing strategy, security considerations and more. By the end of the course, you'll be prepared to develop and utilize a smart home transition checklist, assess the value of smart home features, and address security issues when buying or selling a smart home.

Learn more: wra.org/CRS

GREEN DESIGNATION COURSES



APRIL 25-26, 2019

About Green

Builder and consumer adoption of sustainability is rapidly growing. Will you be ready to guide your clients to meet this developing trend? The Green designation provides advanced training in green building and sustainable business practices.

About the courses

The Green courses explore consumer attitudes behind green building, DIY projects that improve efficiency, retrofitting and replacing systems, and more. With these courses, you'll be ready to effectively seek out, understand and market properties with green features.

Learn more: wra.org/Green

PSA COURSE: MASTERING THE CMA



MAY 8, 2019

About PSA

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the Pricing Strategy Advisor (PSA) certification gives you the necessary expertise to be your sellers' trusted advisor when it comes pricing their home to sell.

About the course

This course will enhance your understanding of pricing and comparative market analyses (CMAs) across the board so you'll be able to guide clients through the CMA to ultimately list and sell properties at the appropriate price.

Learn more: wra.org/PSA