

Dearborn Area Board of REALTORS®, in conjunction with REEP of Michigan Presents...

Personality Traits Management 2 hours CE credits

- ❖ Ever just not click with someone? People like to work with people they understand. Learn how to instantly recognize the four different personality traits when approaching people. Quickly adapt to their style in order to build the relationship, gain their trust and their business. Clues to physical characteristics of the client's home and lifestyle are explored and analyzed. A very fun class with personality quiz. ❖