

Calendar of Events

September 19, 2024
- September 19, 2024

Overcoming Objections in Listing and Sales Contracts

The Woodlands Resort, The Woodlands Ballroom

2301 N Millbend Dr

The Woodlands, TX 77380

01:00 PM - 05:00 PM CST

Gain the knowledge and materials to obtain more listings, satisfy seller concerns and get more sales contracts signed. Discuss the four parts to overcoming objections: understanding the objection, anticipating the objection, selling yourself and practicing. This course is geared to new brokers and those who want to improve their ability to overcome objections.

IBBA Course 108

Instructor: Jim Afinowich

4 credit hours

\$299 - Nonmembers

\$225 - TABB members

\$199 - IBBA members

NOTE: This is for the IBBA course only. The conference registration is separate.

No refunds will be given.

September 19, 2024
- September 21, 2024

2024 Conference Sponsorship & Exhibitors

The Woodlands Resort

2301 N Millbend Drive

The Woodlands, TX 77380

06:00 PM - 12:00 PM CST

Thank you for supporting the Texas Association of Business Brokers by being a sponsor or exhibitor.

Platinum Sponsor \$10,000 (closed)

Gold Sponsor \$7,500

Silver Sponsor \$3,000

Gift Bag Sponsor \$2,500 (closed)

Lanyard Sponsor \$2,000 (closed)

Exhibitor \$1,000

This registration is to purchase a sponsorship or exhibitor space only. Depending on your level of sponsorship, you will have either one or two complimentary tickets to attend as part of your sponsorship. Any others must purchase individual tickets.

Need a room?

You can book your room using the TABB Room block for the discounted rate of \$245 per night. Just choose your nights and book it. There is an additional \$15 resort fee per night.

To Reserve a Room by Reservation Link:

<https://www.hilton.com/en/book/reservation/deeplink/?ctyhocn=IAHWRQQ&groupCode=ACF855&arrivaldate=2024-09-19&departuredate=2024-09-21&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT>

(The group rate is only available on contracted nights when booking online. Additional nights can be added pre/post the contracted dates only by calling the in-house reservations department, and additional nights are based on availability.)

To Reserve a Room by Calling the Reservations Line:

Contact our reservations department 281-367-1100, select option #2 (Monday – Friday, 8:00am to 7:00pm)

Group name: Texas Association of Business Brokers Annual Conference Sep 2024

Booking ID: ACF855