

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

**Cross Cultural Competence
4 hours Regular CE credits**

- ❖ Learn about the cultural values, expectations, needs, communication styles, and home buying priorities of the various ethnic groups in our communities. Learn how to recognize and react to non-verbal and verbal cues. Learn culturally specific skills and strategies to assist you in encouraging feedback, gaining trust and acquiring referrals. ❖