

**RS** RESIDENTIAL  
SALES  
COUNCIL

OF THE REALTORS NATIONAL MARKETING INSTITUTE®  
A NATIONAL ASSOCIATION OF REALTORS® AFFILIATE

PRESENTS THIS *COURSE CERTIFICATE* TO:

**VINH TRAN**

upon attendance of 16 clock hours and successful completion of  
Residential Sales Course 201

**"LISTING STRATEGIES FOR THE RESIDENTIAL SPECIALIST"**

*In the Month of May, 1993*

*Pat Zaby*



Pat Zaby, CCIM, CRB, CRS  
1993 President  
Realtors National Marketing Institute®

*Susan Anderson*



Susan Showers Anderson, CRB, CRS  
1993 President  
Residential Sales Council