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Here is a brief description of the topics that can be covered in your sales meetings.

## **AGENT DECATHLON**

*Selling Skills Assessment!*

Find out EXACTLY what you can do to increase your sales & solidify your business by discovering your selling strengths as well as the areas to develop!

## **BUYERS INTO ACTION**

*Advanced Buyer Strategies!*

Avoid that Buyer Black Hole and immediately stop wasting time with unqualified & unmotivated buyers. Work with only qualified buyers, build credibility, set more appointments!

## **CONSISTENT INCOME**

*What Top Producers Already Do!*

Ever wonder why some agents enjoy a consistent income while most others struggle to 'find a deal'? These are the key business systems required receive a consistent income.

## **SOI SUCCESS**

*Build Stronger Relationships!*

Do you have a solid list of loyal clients who consistently use and refer you? Learn how to grow, nurture and serve those in your real estate community and you'll enjoy a consistent income!

## **MARKET TRENDS**

*Be "The" Market Expert!*

Where is our real estate market today? Where are we going? Why we are NOT in another bubble? Why does owning real estate make so much financial sense?

## **SELLING SKILLS**

*Professional Level Selling Skills!*

Professional salespeople must create sales where none exist, transform objections into opportunities and know how to put the *Science of Selling* to work for them!

## **BUILDING YOUR BUSINESS**

*A Stronger Business Foundation!*

Are you a constant 'deal seeker' or a 'career builder'? Learn the secrets that top agents already know and build YOUR business with a consistent income on a strong foundation!