

— CLASSES BY —

JIM REMLEY

KEYNOTE * HALF DAY * FULL DAY

Transforming Yourself into a Selling Superstar

- Understanding the Transformation Process
- Companies and Pivot Points
- Live Design vs Business Design
- Begin with the End In Mind
- Willingness to Leave the Comfort
- Zone & Enter the Risk Zone
- The Downward Spiral
- The Success Cycle
- The Compound Effect
- Proactive VS Reactive Mindset

Goal Setting to Stay in a High Performance State

- Cut the Deadwood from Your Business
- Overcoming Self Doubt and Self Sabotage
- Ways to Stay in a High Performance Zone
- Tapping Your Quantum Computer
- Create a “6 Second Miracle” to Overcome Setbacks
- Set Force Goals by Finding the Numbers
- Building a Sales Funnel
- Report to Accountability Partners
- Change Inspires Growth
- Energize Your Plan With Massive Daily Action

Leveraging Your Most Valuable Assets to Supercharge Results

- Your Most Valuable Asset
- Understand the Power Of Your Database
- Sorting Your Database and Jump Starting Activity
- The 60 Day Plan to Double Your Sales Activity
- 10 Low Cost Steps to an Avalanche of Business
- Business to Business Prospecting
- Leveraging Business Owners in Your Sphere
- Power Centers/Community Involvement
- Growth Hacks - Farming Databases and Incubators

Lead Generation Secrets of Top Producers

- Just Listed/Pended/Sold with a Massive Twist
- Hot Zone - Online Leads
- Converting For Sale By Owners
- Serial Buyers and Sellers
- Key Moment Marketing
- Using Social Media as a CRM Tool
- Building an Online Audience
- HR Directors and Relocation
- Fishing For Buyers
- The Secret System for Creating “Can’t Miss” Marketing
- The Myth of Print Marketing
- Converting Calls/Emails/Texts into Showings



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Master Level Listing Presentations

- Listing Presentations - First Contact & First Impressions
- The Four Step SELL System
- The Three P's and the 100% Seller Script
- Setting the Right Price and the Dangers of CMAiitis
- The Merchandising Mindset with Your Listings
- Core Objection Handling
- Building a Portfolio
- Listing Mastery Follow Up with a Price Focus
- The 360 Degree REALTOR Review

Negotiation Mastery

- Understanding the Third Alternative
- The Power of Preparation
- Systemizing the Negotiation Process
- BATNA vs WATNA
- Secret Negotiation Weapons
- The Importance of "Face"
- Managing Crisis in a Negotiation
- Closing the Transaction

Teamify

- Should you Form a Team?
- Team Leader Misconceptions
- The Liability of Newness
- Become a Baker
- Partners VS. Teams
- The Players and First Steps
- The Team Build Out
- Compensation Models
- Books of Knowledge
- Database Structures and Management
- Understanding the End Game

Rockstar Recruiting

- Moving to the Offensive Line
- Creating a Culture of Excellence
- Recruiting by Referral
- Recruiting Scripts / Objection Handling
- The Three T's of Attracting Talent
- 5 Steps to a Killer First Meeting
- Building a Recruiting Presentation
- Answering the Why?
- Creating a Transition Plan
- Follow Up – The Key Differentiator

