

YOU'VE GOT THE *LISTING APPOINTMENT...* NOW WHAT!

ARE YOUR *LISTING PRESENTATION SKILLS* STRONG ENOUGH
TO NOT ONLY GET THE *LISTING...* BUT GET YOU A
MARKETABLE OR SALEABLE LISTING?

ANNOUNCING

LISTING PRESENTATION TRAINING CAMP®

*AN INTENSIVE, 2-DAY CAMP DESIGNED TO ENSURE YOU GET
ANY AND ALL LISTINGS YOU WANT!*

LEARN

- *THE ESSENTIAL ELEMENTS OF A QUALIFIED PRESENTATION!*
- *THE FOUR (4) PHASES OF A QUALIFIED PRESENTATION!*
- *'HOW TO' SEQUENCE YOUR PRESENTATION!*
- *'HOW TO' CONTROL THE PRESENTATION FLOW!*
- *'HOW TO' DIFFERENTIATE YOURSELF AND YOUR COMPANY!*
- *'HOW TO' ANTICIPATE AND HANDLE SELLER OBJECTIONS!*
- *'HOW TO' MAKE TODAY'S TECHNOLOGY WORK FOR YOU!*
- *ALL THE SCRIPTS AND DIALOGUE YOU WILL EVER NEED!*
- *'HOW TO' MASTER THE SCRIPTS IN NO TIME!*
- *'HOW TO' CONTROL THE PRICING STRATEGY!*
- *'HOW TO' CLOSE TO GET THE LISTING!*
- *'HOW TO' CREATE AN EFFECTIVE PRE-LISTING PACKAGE!*
- *HOW 'ROLE-PLAY' CAN BOOST YOUR CONFIDENCE AND YOUR PERFORMANCE!*
- *AND MUCH, MUCH MORE!*

THURSDAY & FRIDAY
OCTOBER 29TH and 30TH 2009
8:00 TO 5:30 EACH DAY

LOCATION:

EXIT REAL ESTATE PROFESSIONALS
11 Smokehouse Dr. Suite 103
Fredericksburg, Virginia 22406

SPONSORED BY:

EXIT REALTY VIRGINIA

To Register, Contact: **EMMA AHEARN (407) 331-5738**

2 FULL DAYS OF *INTENSIVE, ON-SITE TRAINING*
SUMMER SPECIAL
ONLY \$99



TRAINER
KEVIN AHEARN
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5. Enter All Your Information...

6. Go to PayPal Link and use a Credit Card to Register...(You do not need to have a PayPal Account)

Thank you!