

# 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***<sup>®</sup> *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!*

**MONDAY & TUESDAY**  
**OCTOBER 26<sup>TH</sup> and 27<sup>TH</sup> 2009**  
**8:00 TO 5:30 EACH DAY**

LOCATION:

**VIRGINIA BEACH, VIRGINIA**  
**Surfside Oceanfront Inn & Suites**  
**1211 Atlantic Avenue, Virginia Beach, VA 23451**

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**  
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**407-331-5738**



*"Live/Interactive Training & Coaching"*

## To Register

1. Go to: [www.liveinteractivetraining.com](http://www.liveinteractivetraining.com)
2. Go To: Training Camps Tab
3. Enter the Name of Camp
4. Enter the Date of Camp
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!**