



SPECIAL TRAINING SESSION

Grow Your Real Estate Business During Unpredictable Times

Course Description

Market conditions are unpredictable across the country. This makes it challenging for many agents to maintain a consistent pipeline of qualified buyers and sellers. This course explores today's most effective approaches to proactively find and connect with motivated sellers who are highly likely to list with an agent. This is an interactive, energetic course with group discussion.

Course Objectives

- Show agents where to focus their time and energy in the current market to grow their sales pipeline
- Provide actionable steps for consistent lead generation
- Practice using alternative approaches to connect with homeowners to separate agents from their competition

Course Outline

1. Steps to reach every new 'For Sale By Owner' before the competition does
2. How to add value and avoid "commission breath" by offering free services to FSBOs
3. Making Call Capture part of the listing presentation
4. How to set up a system that ensures permission-based-marketing that follows DNC rules and regulations
5. How to grow your geographic farm
6. Ways to avoid competitors with niche marketing
7. Why Pre-Foreclosures are one of the best niches right now
8. A better Pre-Foreclosure script & strategy to use it
9. Access to special Landvoice offers and discounts for attendees.