

LEADS

THE LIFELOOD OF YOUR BUSINESS



Thursday, July 30, 2020 10 a.m. – Noon
in the Sunset Room

10 a.m. - 11a.m.

Tanya Eldert Will Cover CRMs & Lead Management

- * Organizing Your Leads
- * CRM Systems that Work Best
- * Maintaining Your CRM

11 a.m. - Noon

Mike Gallo Will Cover Lead Generation

- * Calling Prospects & Your Sphere
- * Expired & Cancelled Listings
- * Farming Communities & Professions

WIN FREE LOCAL DUES

bring a business card with you- Every time you attend an EDUCATION COMMITTEE event, you will be entered into a drawing to win FREE Local Dues for 2020! A \$170.00 Value!



Pursuant to the Americans with Disabilities Act, if you require specific aids or services during your visit or this class, please identify your special needs when you register by calling the board at (727) 848-8507. TYPE: AUDIO, VISUAL, or MOBILITY



Tanya Eldert

Real Estate Instructor
Licensed Broker
Director at WPBOR



Mike Gallo

Real Estate Trainer
WPBOR President
Florida Realtors Director



Refreshments will be provided by Shelita Stuart



If you DRIVE it...LIVE in it...WORK at it...PAY it...or TREASURE it...
WALDEN can INSURE it!
www.waldeninsurance.com