

# LEADS

## THE LIFEBLOOD 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**

