

DIAMONDS ON THE FLOOR
HOW TO WORK EXCLUSIVE REAL ESTATE OPPORTUNITIES
HOW TO MARKET YOUR OWN LISTINGS WORLD-WIDE



Educational Seminar – Presented by
Gary Nusca CCIM, CIPS

**“Gary is a true professional, 25 yrs experience helping
Brokers and Salespeople make money”**

Presenter Gary Nusca, CCIM CIPS, Real Estate Professional since 1974, Innovator, Personal Assistant, Builder for Real Estate Professionals and Public in making profitable connections. Gary is a 45 year Broker, Founder & President of ICIWorld since 1994.

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Gary’s Training Webinar for Commercial & Residential Real Estate

- Add content to your website that makes you money for the rest of your life!
- How to trigger leads from listings (Haves & Wants) where only YOU get the calls, so that YOU can do referrals AND show properties AND make money!
- Exclusive Real Estate Information– don’t miss out on these lucrative opportunities
 - How to increase traffic to your website – we show you how
 - Make your existing website more powerful to generate leads
- Philosophy of your website – without this understanding you still wont make money.
 - Why some are making money and others are not!
- Mobile real estate websites – the new Internet Revolution to better serve the public –
 - How to get your website on all your customers’ mobile phones..and why
 - How Brokers and Salespeople are missing doing deals and do not realize it
 - The impact of the Internet on Commercial and Residential Real Estate
 - Powerful features of the Internet
 - Open and Exclusive Listings – A Model that Works
 - Powerful Marketing Techniques and Tools for your Listings, Referrals
 - Working with the Wants, some of the largest deals start with the Wants,
 - See Why and How – Don’t forget the Buyers. Work the Wants.
 - How to use the buyer Wants and do business by 5 PM Today!
 - The Broker’s Largest Responsibility
 - How Information identifies people with whom you can do business
 - How to reach Principals effectively - Public Information vs Private Information

Attendee Comments – “great tools for business”, “well worth attending”, “definitely relevant”, “great flow of presentation”, “use of real examples”, “opened my mind to promote better business” “great mobile instruction” “so glad I attended”, “excellent presentation”, “extremely informative”, “even with my years of experience, great learning tools”

Call Diana’s cell phone to book your seminar today...call
905-577-5600