



Diamonds on the Floor

HOW TO WORK EXCLUSIVE REAL ESTATE OPPORTUNITIES

INDUSTRIAL • COMMERCIAL • INVESTMENT • RESIDENTIAL



Gary Nusca
CCIM CIPS
President & Founder
ICIWorld.com

Educational Seminar

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.

www.nreils.com www.wreils.com www.ils.realestate
powered by ICIWorld.com

Gary's Training Seminar 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 –absolute business essential in today's age
- 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 Brokers 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 to Book Your Seminar Today 905-577-5600