Training Webinar for Commercial & Residential Real Estate

- How Brokers and Salespeople are missing doing deals and do not realize it
- The impact of the Internet on Commercial and Residential Real Estate
- How to have information at your fingertips
- Open and Exclusive Listings – Commercial brokers doing it for years. Now residential!
- 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
- 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 won’t 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

Attendee Comments

- ... great tools for business
- ... so glad I attended
- ... use of real examples
- ... even with my years of experience
- ... well worth attending
- ... great flow of presentation
- ... excellent presentation, extremely informative
- ... definitely relevant