



## Diamonds on the Floor

## HOW TO WORK EXCLUSIVE REAL ESTATE OPPORTUNITIES

**INDUSTRIAL • COMMERCIAL • INVESTMENT • RESIDENTIAL**

Turn self isolation  
into Opportunities.

ICIWorld.com can teach your  
Team to Network from home

ICIWorld.com has always been an internet based Real Estate Information Listing Service. Members have been networking and putting together deals from the farthest corners of the world for 20+ years. Get your Team started today.

### Your Webinar Team



Gary Nusca  
CCIM CIPS  
President & Founder



Diana  
Seminar Booking  
Manager

**Call Diana to Book Your Webinar  
Today 905-577-5600**

### 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 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

### 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

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an  
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