



Survive The Slide

Battle current market conditions by changing how you do business. *In this three hour seminar, you will learn about doing what works in the current market climate and ultimately, doing what matters to your clients.*

Here's what you will learn!

How to conduct a listing presentation that gets results.

Have you ever felt really good about a listing presentation with a potential client and found out that they decided to work with another agent? Possibly, the top producing agent got the deal. Today, you'll learn how to turn your success rate around to get that listing 95% of the time, no matter who you are competing with.

Listing Presentations that address today's Market Conditions

*****Over price listings don't sell, and cost money to carry*****

A listing presentation must address varying market conditions. In a slow market, the competition is heightened. In this seminar, you will learn how to be more competitive and get your listings at a realistic selling price, while meeting all of the client's needs.

First Time Buyer Opportunities

First time buyers make up one of the largest markets out there. They have differing needs from the rest. Learn how to find first time buyers and inspire their loyalty.

Slumps.....

Slumps are an important element of business for all agents. Whether you have been in the business for a few years or a few months, learn how to recognize and respond to your slump. Eddie will share his strategies to turn slumps into success in any market.

Personal Life and Happiness

Have you ever felt like leaving your business so that you'll have more time for yourself and the people in your life who matter? This seminar will help you look at your life and your business and make it all fit together with peace of mind.

*Don't waste any more time, call or email me to day to set up an in office seminar.
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