



More Money In Less Time

Understand and employ time management strategies and discover 6 points of leverage guaranteed to increase productivity and income.

Acquire all the leads you need and effectively manage them to closings

Recognize and profile leads to effectively guide them to fruition

Learn to recognize Real Buyers and Sellers.

Learn and employ clear and defined strategies getting buyers to work exclusively with you and Sellers to be responsible to SELL.

A Fresh, Effective Approach to Becoming Significantly More Productive and Making More Money!

THE S.E.L.L.TM TRAINING

A LEARNING LABORATORY

ONE SIZE *DOES NOT* FIT ALL!

*FIND WHAT YOU WILL DO THAT WORKS
AND THEN MAXIMIZE YOUR EFFECTIVENESS AND DO MORE OF IT!*



- ◆ See your time managed in a way never before considered. Doing what you want, not what others want you to do and leveraging your time to increase productivity (\$\$\$) and have plenty of personal time.
BALANCE!

- ◆ You will learn to recognize clients in a whole new light, and then only work with clients who are going to buy (sell) !
- ◆ You will learn how to get all the clients you want and how to get them to work exclusively with you !

And much, much more....

"I can truly say that now I have the tools that give me the power and control to determine how I want to work, and with which type of buyers and sellers. And the results are fantastic! I learned more in one month than I did in an entire year."

LAUREN CREMESCOLI
PRESIDENTS CIRCLE

"The SELLTM training renewed my understanding of commitment and what it takes to be successful in real estate. It gave me powerful new skills to deal with buyers and sellers on my terms in a way that is beneficial for all parties involved."

PAUL GUESS





A Fresh, Effective Approach to Creating Peak Performance

GET IN CONTROL OF YOUR BUSINESS, YOUR CAREER AND YOUR PERSONAL LIFE BY CREATING PRODUCTIVITY AND BALANCE



Using principles like commitment, the training is rooted in the application of **relevant core principles**. **ONE SIZE DOES NOT FIT ALL!** The central philosophy of the training is a departure from a cookie cutter approach which is classic in other trainings. We focus on doing what **YOU WILL** do that works and then maximize your effectiveness. Its impact is to give you freedom to set and reach goals, measure progress and allow you to fully enjoy yourself when you work. The resulting benefit is increased productivity and balance; integrating work, personal and health-recreation.

The S.E.L.L.TM training is structured to bring out the power that is already within an individual. It is the kind of power that lets one look life through one's own eyes —that lets a participant deal with life and business on their own terms.

The training deals specifically with technologies that:

- **Enable you to increase your production**
- **Reduce the amount of time spent working**
- **Generate an abundance of potential clients**

In about five weeks you'll "Know" what works best for **YOU**.

You'll gain the freedom to choose and set your own goals. You'll achieve mastery of the process of making and keeping commitments, and realize the direct relationship between this and growth in your business, day-to-day and creating balance.

Additionally the training deals specifically with techniques that are critical to your success:

- *Organization and Time Management, which gives you a way of managing your production **precisely**.*
- *Effective Prospecting Techniques - working with and finding **REAL** vs "I HOPE"*
- *Converting Leads Into Sales*
- *Getting Buyers to Work Exclusively with You*
- *Structuring Transactions that are Relatively Problem Free*

Two primary benefits from this training:

1. **Significant increases** in productivity or income; and,
2. **Balance and integration** between work, personal and health-recreation.

PRINCIPLE EXAMPLE:

- ◆ Any change in **creating outcomes** requires a change in the **thinking** that caused those outcomes; and,
- ◆ Any change in **thinking** requires a change in the **assumptions** that forms that thinking

APPLICATION 1:

- ◆ A simple change in ones language changes the effectiveness of lead capture by as much as 30 times! **A change in this language requires a change in an unconscious assumption.**

APPLICATION 2:

- ◆ Changing an assumption about who we work with and how, changes from wasting time to working with committed clients.

