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Nine Agents Successfully Complete Comprehensive 14-Week Training Program

Brenda Nowlan, Debbie Stertz, Fran Kirkham, Jon Grasse, Rick & Susan Marshall, Scott Rebmann, Shawn Edgar and Carolyn Minor at Realty Executives Southern Arizona recently completed 100 Days to Greatness® – the comprehensive business growth and personal development program offered by Buffini & Company, the largest and most successful real estate coaching company in North America.

The 100 Days to Greatness program, facilitated at Realty Executives Southern Arizona by Certified Mentor Cheryl Terpening, teaches the fundamentals of real estate lead generation by referral and shows real estate professionals how to provide excellent customer service before, during, and after every transaction. Because of this, the quality of each agent's transactions has improved, and the quantity of their transactions increased.

The 100 Days program is a 14-week, step-by-step training course that helps agents build their referral business for the long term. Students learn how to create and cultivate a database of advocates, as well as how to make traditional real estate lead-generation activities – like Open Houses – into effective business-building tools.

The 100 Days to Greatness graduates may be contacted at Realty Executives Southern Arizona, 520-529-5199.

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For additional information, please contact Cheryl Terpening at Realty Executives Southern Arizona, 5605 E. River Road, Ste 219C, Tucson, AZ 85750. Call 520-529-5103 or 520-529-5199. Fax 520-618-7300. Email: cterpening@gotucson.com Website: www.gotucson.com.