

THE EXECUTIVE PATH WILL:

1. Help you develop a business plan that fits **YOUR** vision and goals.
2. Help you design a prospecting plan that will put your business on the fast track and create “Clients for Life”.
3. Help you develop proven time management skills.
4. Help you understand general principles of selling yourself and understanding your clients’ buying and selling needs, enabling you to become a successful REALTOR®.
5. Help you understand the listing contract and create a listing presentation that will assist you in taking a saleable listing.
6. Help you deal with buyer objections, and list and work with qualified buyers.
7. Help you understand the practical use of the residential purchase contract and how to use the contract to your client’s advantage.
8. Help you identify, create and prepare for a successful Open House.
9. Help you to develop effective dialog to overcome common buyer and seller objections you will encounter as a REALTOR®.
10. Help you develop a marketing plan designed around YOU.
11. Help you to become organized so you can handle all your escrows and listings and not be attacked by the “paper monster”
12. Be available 7 days a week to help you with your real estate questions.

**We are here to HELP YOU
be successful!**

