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### **Realty Executives Southern Arizona Now Offering Proven Training System for Success: 100 Days to Greatness from Buffini & Company**

Realty Executives Southern Arizona is pleased to announce we've introduced an educational program for Realtors® – called 100 Days to Greatness® – to our business. The 100 Days to Greatness program teaches the fundamentals of real estate lead generation by referral. It's ideal for new and experienced agents alike who want to produce a consistent stream of high-quality referrals; 100 Days to Greatness shows real estate professionals how to provide excellent customer service before, during, and after every transaction.

To facilitate 100 Days to Greatness, Realty Executives Southern Arizona needed someone to become a Buffini & Company Certified Mentor™. Cheryl Terpening stepped up to the plate and after two intensive days of training has learned how to impact and improve the lives of our agents through this program. The Buffini & Company Mentor School provided her with all the tools needed to deliver the turn-key, activity-based 100 Days to Greatness training.

The 100 Days to Greatness program is a 14-week, step-by-step training course that helps agents build their referral business for the long term. It features an easy-to-facilitate curriculum, comprehensive course materials, proven dialogs, interactive role-plays, and access to a business tracking website. Topics covered include: growing your database by referral, sorting that database, holding an effective open house, making successful listing and buyer presentations, and working the referral system.

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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](mailto:cterpening@gotucson.com). Website: [www.gotucson.com](http://www.gotucson.com).