

Introducing...

Success in 60

These sessions are perfect for conventions, conferences, keynotes or just anytime you are looking to fill a small timeslot. Each Success in 60 session is packed with excitement and information your members will immediately find a use for in improving their businesses.

Visit www.EncoreSeminars.com to download information about Success in 60.

Contact **Encore Seminars** *by Dwayne* today to learn more or to schedule a Success in 60 session at your next event!

And the Survey Says

So do you know what buyers & sellers want from you? Join your colleagues in a fun-filled game show style session that will answer this simple question through a look at National Association of REALTORS® research. When you can match the consumer's expectations, they will see value in the services you offer. When they see value, you get hired. You really can't afford to miss this one!

7 Simple Steps to Success in Any Market

Success doesn't have to be complicated. In this Success in 60 session you will take a look at steps you can take to succeed in any market. These steps include "Know the Market", "Take Stock", "Pick Your Prospects", "Take Hold of Time" and more!

60 Minutes to Your Plan for Success

Okay, so some businesses in Japan create 300 year long business plans. Who cares? As a real estate business person, it would be great just to have one for the next year. You will at the end of this session. Don't forget your No. 2 pencil!

Money Doesn't Grow on Trees

As a business person you, like all companies, don't have an endless supply of money for marketing and other expenses. We will spend time defining expenses into two key categories, develop a plan for making the most from your marketing dollars and discuss tips on how to adjust that budget if needed.

NOTE: Don't worry if your timeslot isn't exactly 60 minutes. All of the Success in 60 sessions can be expanded to as much as 90 minutes and some can be combined for longer sessions.

You Can't Fool All of the People All of the Time

Who would have thought that Abraham Lincoln would know so much about the real estate business? He did. Who are the different real estate consumers we face each day? Is it even possible to serve them all? In 60 minutes we will explore these questions and look at the value of differentiating yourself in this market.

Something's Gotta Give

"There just isn't enough time in the day!" Sound familiar? In just 60 minutes you will leave with proven tips and tricks to better manage the hundreds of things you do each day as a real estate professional.

Are You on Faced-In?

Have you ever wondered what online social networking is? Or even more importantly, what does it have to do with real estate? In this Success in 60 session we will delve into the exploding world of online social networking, how it fits in real estate and identify ways you can use it successfully to grow your business.

Hi Ho, Kermit the Frog Here!

Is it really easy being green? One of the fastest growing trends in real estate is that of "green." But what is it really? Green can mean a lot of things to a lot of people. This session will introduce you to key terms like sustainability, eco-friendly and more.

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