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COMMUNITY

SMC “Tips & Tools”

Your San Diego SMC is now offering monthly Webinars through BuilderRadio.com! That’s right, now you can take advantage of our educational offerings right from your computer. Best part – no traffic!

There will be 3 series of webinars. Each series will have 6 webinars - each an independent topic so you will not need to attend all 6 to benefit. With your registration you will also be sent a link of the seminar so you can download it - ya’ know incase you miss a portion (or all of it!).

Here are the details:

Cost: \$37ea. Or \$185 for 6

When: Each webinar starts at 11 am PT (2 pm ET) and last just 1 hour.

Format: 1-hour webinar (5 min intro & overview, 45 minute presentation w/ Power-Point & 10 min. Q&A)

Where: Logon to: www.builderradio.com/SanDiegoWebinars.html

Series #1 Schedule:

March 18th: ***Today is the Best Time Ever to Buy a New Home! If Not Now, When?***

Featured speaker: Robert August of S. Robert August & Company

(www.SRobertAugust.com)

Word of Mouth Marketing

Comparative Marketing Analysis

New vs. Existing Home Sale Opportunities

Financing Alternatives

Create a Sense of Urgency – Close the Sale!

April 1st: ***Create Killer Sales Scripts***

Featured speaker: Ross Robins, Shinn Consulting

(www.ShinnConsulting.com)

April 15th: ***Internet Marketing: 5 Keys to Success Online***

Featured speaker: Brian Flook, Brian Flook Group

(www.BrianFlookGroup.com)

April 22nd: ***The Only 5 Things You Need to Know to Become a World Class Sales person***

Featured speaker: Roger Fiehn, Roger Fiehn & Associates

(www.RFiehn.com)

May 13th: ***You Must Build Rapport Before You Build a Home!***

Featured speaker: Melinda Brody, Melinda Brody & Co., Inc.

(www.MelindaBrody.com)

May 22nd: ***Mining Your Database for Hidden Sales***

Featured speaker: Bill Webb, William Webb & Company, Inc.

(www.Webbonline.com)