



The Ranch
First National Bank Building
5280 Arena Circle, Loveland

Register Online at
[https://realtorsummit.org/
tickets/](https://realtorsummit.org/tickets/)

**Join us on Wednesday, February 21, 2018 for the REALTOR® Summit
8:30 a.m. – 5:30 p.m. - Doors open @ 8:00a.m.**

Registration includes:

Nationally known keynote speakers: Leigh Brown and Terry Watson
Box Lunch

Over 20 different education sessions focused on improving your business

Over 75 Northern Colorado Real Estate Professional Exhibitions

Close out the day with a fabulous After-Hours Networking Event

One great low price of \$25 for REALTOR® members who register prior to February 16th \$35 after & at the Door

Morning Keynote Speaker: Leigh Brown



7 Deadly Sins of Sales

You have heard about the 7 CLASSIC deadly sins but what the "7 Deadly Sins of Sales"? Walk through some of the classic mistakes of salespeople and discover ideas for correction! The end result? A more professional sales business and the happiest clients on Earth! Don't miss Leigh's high energy and fun wit as she gets the day started at the Realtor Summit!

Lunch Keynote Speaker: Terry Watson

The YELP Effect (Pleasing the Empowered Customer)

You no longer have customers. You now have Bloggers, online reviewers, and potential Social Media Vigilantes. One bad experience or a perceived unhappy outcome can encourage an online review that will repel potential business like a 2-day old baby diaper. A customer with a Smartphone or an Internet connection has the ability to actually affect your bottom line. Ironically, most agents are doing little if anything preemptive regarding reputation management and taking charge of the customer experience.

When is the best time to handle a problem? Before you have one... Learn the simple things that have an enormous impact on customer satisfaction in a

laugh out loud way. You will come away learning some real life tools to help avoid problems, liabilities, missteps, etc. You will have the tools to make sure your clients come away with a great experience



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[Tickets - Realtor Summit 2018](#)

Cost: \$25.00 – After February 16th and at the door \$35.00