

AT DEL MAR SERVICE CENTER
CONVERTING LEADS TO APPOINTMENTS
Mastering What to Say



WHAT IF YOU COULD SAY ALL THE RIGHT THINGS ALL THE TIME...
Would your real estate career be different?

Proven strategies to make an immediate impact on your real estate career.

COURSE TOPICS

- Schedule quality appointments... every time
- Overcome objections
- Increase your business & productivity immediately
- Perfect your sales skills for maximum results
- Learn how to "Thrive...not just Survive" in a challenging real estate market

THE INSTRUCTOR

BRYAN M. YARBOR has 28 years of real estate experience and is an "active" Top Producer for a leading San Diego real estate company. He consistently ranks in the top 2% nationally and has represented buyers and sellers in over 52 zip codes. In this challenging market, Bryan has closed over \$65 million since 2005.

LOCATION DEL MAR SERVICE CENTER

Instructor: Bryan M. Yarbtor

Thursday, May 9, 2013

Time: 9:00 a.m. – 12:30 p.m.

Check In: 15 minutes prior to start

Location:

SDAR's DEL MAR SERVICE CENTER
2690 Via De La Valle #D130, Del Mar, CA 92014

Price:

REALTOR® Plus Members..... \$24.65
SDAR REALTORS® \$29
All Others \$40



☐ **Yes, sign me up for Converting Leads to Appointments**

REGISTER ONLINE AT WWW.SDAR.COM

☐ **Yes, I have read the Cancellation Policy. Initial** _____

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.