

California Desert AOR and Practical Resources presents....

Getting Tough in a Tough Market

featuring *David Compton*

Wednesday, March 10th 9:30am to 1:00pm
(registration and refreshments will begin at 9:00am)

California Desert Association of REALTORS®
44-475 Monterey Avenue - Palm Desert

DRE Approved for 3 Hours "Consumer Service" Credits

Many agents virtually abandoned their databases while learning how to navigate through the maze of Short Sales and Foreclosures. If you're in that boat and are looking to restore the foundations of your own business, join us on March 10th and....

- Take a Self-Evaluation to determine your current level of efficiency in the three (3) Key Result Areas of an Agent's Development; Business Planning, Marketing & Presentation Skills
- Learn how to reconnect with your database and build a network of loyal clients and prospects.
- Design a 12-6-4-2 Plan to generate a steady flow of Buyers and Sellers.
- Learn how to confidently communicate to your family, friends and clients how important referrals are to the growth of your business.
- Understand the four (4) Key Communication Skills that will dramatically increase your closing ratio of presentations to listings.



**Only \$5.00
To Attend
No Charge
for the Credits!**

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For more about *David Compton* visit our website at www.PracticalResources.net