

reb SECRETS OF THE TOP 100 AGENTS 2016

Melbourne 23 Aug
Sydney 30 Aug
Brisbane 6 Sept

AGENDA

9.30am - 9.55am REGISTRATION

9.55am - 10.00am OFFICIAL WELCOME

10.00am - 10.40am HOW TO GET FROM GOOD TO GREAT

Discover exactly why the top agents are capable of significantly more output than the rest, and find out how you can adopt the same practices.

10.40am - 11.20am BREAKING THE GLASS CEILING

Learn how to build a business based on exceptional client service, and generate more listings and sales.

11.20am - 12.05pm MORNING TEA & NETWORKING

12.05pm - 12.45pm HOW TO MAKE THE BREAKTHROUGH TO BECOME A TOP 100 AGENT

Learn the five key activities that can help you take your sales to the next level.

12.45pm - 1.25pm HOW TO RAMP UP YOUR LISTINGS AND BEAT THE COMPETITION

Learn the proven growth strategies that the best agents in the business employ.

1.25pm - 2.10pm LUNCH & NETWORKING

2.10pm - 3.00pm REAL ESTATE MASTERY - THE DNA OF MASTER AGENTS

Learn the DNA of becoming a master agent. Understand the skills, dialogues and closing techniques required to turn prospects into sales.

3.00pm - 3.45pm JOIN THE 1% OF MILLION-DOLLAR AGENTS

How to adopt the habits, tools and strategies that the Top 100 Agents share.

3.45 - 4.00pm WRAP-UP

Summary of a packed day, reinforcing the key learnings from Australia's top-performing agents.

*This agenda is subject to change



#top100agents