



The Sales Training Event of the Year

Steps to Success



You will have two days to fine tune your career, listening to four outstanding presenters whose experience and knowledge will enable you to take the next step in your sales career. Whether you are new to real estate or a veteran, this is an opportunity not to miss. Speakers include:

- Milton Rendell recognized as one of Australia's top real estate trainers and innovative marketers. Milton will show you how to build your business from the ground up and help you to develop a business plan for success.
- John McCloskey from Philip Webb Real Estate in Victoria. John has owned his own agency and now works one on one with the team at Philip Webb as a coach and mentor. John's session will focus on buyer management and is essential in this changing market. Find out how agents on the east coast coped when their market changed and what mistakes they made and how you can learn from them.
- Anna Zammit has earned her position as one of Australia's top trainers and coaches and continues to excel in sales. Developing people to high performers and achievers, Anna consults to large corporations around Australia and her knowledge of sales is simply outstanding.
- Jeff Mancini one of the best prospectors you will ever meet. Jeff, a true master of scripts and dialogues, has a background in real estate, new homes and retail and he will help you with the words that will win your business.

In addition to the training you will also walk away with the following:

- A completed written business plan, bound and printed, personalized for you.
- A bonus CD containing helpful tips, scripts and inspiration to keep you on track
- A half day coaching session to be held six weeks after the course.
- Template letters for marketing and helpful documents for the future.
- Four weeks of email coaching and weekly reminders.



Cost: \$595 or Early Bird Register for \$495 before the 20th March 2008
Groups of three or more \$425pp

Date: Thursday 10th & Friday 11th April 2008

Contact: Charmaine or Wendy on 9274 2833

testimonials

"Milton loves sharing his wealth of experience with others and his highly reliable, down to earth style of training works and has immediate impact for both the sales consultants and our company performance."

Mark Passmore, Passmore Real Estate WA

"It is not often that we take the time to stop and really get back to basics. This was a unique way of teaching people that they really can do more than they perceive. Whilst I am already a convert, it was amazing to see people change before my eyes. The time spent working on my business was invaluable and everyone needs to be apart of such a process. Thanks again. I look forward to participating again this year."

Fiona Blayney, McGrath Real Estate NSW

"Milton has an excellent way of getting the message across in many parts of my business."

Nadia Butcher, Nadia Butcher Executive Real Estate WA

"Entertaining and informative but by far the best feature is the practical nature of the advice and the course content."

Mark Brennan, John Matthew & Sons WA

"Very worthwhile and I would use Milton again as a personal mentor and staff trainer."

Allan Griffiths, Broome First National Real Estate WA

"Thank you for bringing to my attention areas of improvement I need to make in business and personal life, through your course Steps to Success. I have taken what I have gained from those two days and sat down with my wife yesterday and prioritised the first three steps to our success."

Brock Gurr, Brown Murray Real Estate WA

"A great reality check that makes you believe again that you can excel."

Nick Long, Roy Weston Bunbury WA

"A quality program which has provided real, sound advice and principles to follow. It is a blueprint for success and I would certainly recommend it."

Jamie Harrington, Albrecht Fear WA

"I have been in real estate for 7 years and I still learnt a lot."

Gail Young, Draco Realty WA

"I found Milton's seminar most inspiring and motivating - I've been busy getting organised every since! Milton is a passionate and inspiring trainer who has the ability to capture imaginations and impart strategies to all who are privileged to listen to him."

Nanette Geller, Real Estate Plus Mundaring WA

"I would like to thank you for coming to Busselton to do the training session with us last Friday. I found the content interesting and useful and now have quite a few tasks to implement over the next 6 weeks, then follow through on! Your training CD, I have listened to it twice now, and found your content fantastic & your delivery easy to listen to."

Catherine Branson, First National Busselton WA

registration

Where WACA Ground - Perth
When Thursday 10th & Friday 11th April 2008
Time 8.30am to 5.00pm
Investment \$595 per person or
Early Bird \$495 for registrations received before 20th March 2008

Title	First name	Last name		
Position	Company			
Company address				
Business phone ()	Mobile phone	Facsimile ()		
E-mail				
Early Bird Registration <input type="checkbox"/>	Regular Registration <input type="checkbox"/>	Total Payment \$		
Payment details (please tick)	<input type="checkbox"/> Cheque	<input type="checkbox"/> Visa	<input type="checkbox"/> Mastercard	<input type="checkbox"/> Bankcard
(please make cheques payable to Real Estate Sales and Management Training)				
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Cardholder's name	Signature	Date		

If you have any queries regarding the event please contact Real Estate Sales and Management Training and we can help you with your enquiry.

Contact Wendy or Charmaine on (08) 9274 2833.

Cancellations You may transfer your booking to anyone else at any time.

Registration fees will be refunded for cancellations received in writing two weeks before the event.

Please return to: Real Estate Sales and Management Training, P.O. Box 59, Guildford WA 6055.

Telephone: (08) 9274 2833 Fax: (08) 9274 5752 Website: www.resamt.com.au Email: enquiries@resamt.com.au