

Real Estate

Sales & Management Training

DATABASE MANAGEMENT



Many of us have a database but is it really filled with opportunities or rubbish?

The size of the database is not important it is about quality and how you communicate with it that matters. Understand what data to have and why? Learn to create business from your database, many of us get too busy for some of our past clients and don't learn how to keep in contact with them in cheap and effective ways.

Most agencies have a contact management system but who really uses it well? Let's make you the one who does.