

# Real Estate

*Sales & Management Training*

## PROSPECTING

Prospecting is the cornerstone to success for all sales people but its one thing many neglect.

As their careers evolve as sales people they feel too busy to prospect or never develop healthy habits to prospect on regular basis. Therefore prospecting is usually done as a last minute thing or at a time when the sales person is not truly focussed on results thus it becomes a chore and results are therefore poor.

Make prospecting fun and easy to do learn how and why with us.

