



PASSAIC COUNTY BOARD OF REALTORS®
204 Berdan Avenue, Wayne, New Jersey 07470-3240
(973) 305-1100 – Fax: (973) 305-1611 – info@pcbor.com

Thursday, May 20, 2010
PROFESSIONAL DEVELOPMENT COMMITTEE PRESENT:

Buyer Inquiries... Buyer Follow Up... Buyer Appointments (10:30 program)

“Working With Buyers: It’s Not Like It Used to Be, or Is It?”

There’s more to selling real estate than just showing houses! Wondering why buyer inquiries are not being converted into appointments and sales? Why you’re not obtaining second appointments with Buyers? Contact offers prepared, not accepted? Don’t blame the Buyer!

“It’s all about you: what you know, what you say, how you say it, what you do and how you do it”!

There’s more to working with Buyers than answering buyer questions on the phone or replying to buyer email! Know what you need to know to be more successful in working with Buyers and selling more real estate.

The Listing Appointment and Marketing Presentation (12:30 program)

“Don’t Be Fooled, You’re Not the Only Agent!”

There’s more to obtaining listings than just showing up for the listing appointment! Don’t ASSume you are, or will be, the only Agent the owner has met with or will talk with!

You’re ***“ON STAGE”*** during a listing presentation, and there are ***“NO RE-DOS”!***

A Listing Appointment consists of ***TWO Presentations!*** Do you know the difference? Are you prepared to list that home right then and there?



Presented By David Fialk, REALTOR
CRB, CRS, ABR, GRI, e-Pro Certified Internet Professional, Sales Trainer
Presented by a REALTOR® for REALTORS®

A Real Estate Professional since 1971, David Fialk is a Broker Owner in New Jersey and continues to list, sell and close real estate transactions in working with Buyers and Sellers on a daily basis. His presentations are not only about what REALTORS should be doing in their daily real estate business, but provides the how to do it!

Date: Thursday, May 20, 2010

Location: PCBOR Board office – 204 Berdan Avenue, Wayne

Time: 10:30 -12:00: Buyer Inquiries

12:30-2:00 The Listing Appointment

Complimentary to Members

Non-Members: \$20.00

Register Online www.pcbor.com