



Price Sheet For Live Classes and Webinars

****Prices may vary depending on your association's rules as far as the instructor marketing their other courses, books and training materials.**

*****For live classes sponsors may be available.**

Profit by Publicity 7 Mini Courses- The Author- Edward Segal, Chief Executive Officer of Marin County Association of REALTORS- PR consultant to Congress and many other major corporations. **The Courses-** discuss how to use PR to increase the bottom line of the real estate agent. Every agent is trying to find a way to set themselves apart from others and using public relations is a great way to get your name out in front. These many courses discuss everything from press releases to interviewing on TV.

All 7 Courses in ½ day session:

Live Class Flat Rate- \$1650 Plus expenses

Live Class- Per Person- \$45 w 50 minimum

One hour session

Webinar- Flat Rate- \$250

Webinars- Per Person- \$14.95 per course w 15 minimum per course

How to Recession Proof Your Business- The Author- Dirk Zeller, Owner of Real Estate Champions, author of many real estate books including *"The Real Estate Book for Dummies"*. Dirk is a real estate coach, national speaker, including many appearances at NAR conventions. **The Course-** reveals the steps, systems and strategies that have made his clients a success even in these challenging times. It discusses 3 ways to generate commission dollars in less than 30 days, 4 ways to sustained production growth, and how to get Sellers to price competitively in today's marketplace. It also talks about how to grow your positive attitude in a negative world and using today's market to expand your market share.

One half day session

Live Class Flat Price- \$4500 Plus Expenses for ½ day

Live Class- Per Person- \$59.00 per person w 100 minimum

1 ½ hour session

Webinar Flat Rate- \$600

Webinar- Per Person- \$39.00 w 15 minimum

ReThink Marketing- The Author- Kathie Nelson. Kathie is the Founder of Connectworks, an international speaker and business coach. She is a prolific author for the do it yourself community on topics such as networking, getting unstuck and turning your passion into profits. **The Course-** Shares tools, principles, and processes to double sales without doubling your workload. She shares her "secret sauce" recipe in a revolutionary marketing and sales training program designed exclusively for real estate professionals. This course de-mystifies how to tie income goals into those daily activities that consistently move the you forward while differentiating you from the competition.

One half day session

Live Class Flat Price- \$1300 Plus Expenses for ½ day

Live Class- Per Person- \$39.00 per person w 30 minimum

1 ½ hour session

Webinar Flat Rate- \$300

Webinar- Per Person- \$19.95 w 15 minimum

How to Generate Real Estate Sales Using Retirement Funds- The Author- Jeff Nabers, Executive Officer for the IRA Association of America. Jeff is an expert in this industry and addresses the proper way of investing in retirement fund accounts. There are other "sales gurus and trust companies that offer information about this concept but they all have an agenda to either sell products or services. **The Course-** shows how to properly invest in real estate within a self-directed 401(k) or IRA without an agenda. This is the perfect storm course right now. Consider this a baby boomer retiring every 8 seconds for the next 17 years, how home prices and a volatile stock market all making people look for alternative investments for their retirement accounts.

One half day session

Live Class Flat Price- \$1500 Plus Expenses for ½ day

Live Class- Per Person- \$39.00 per person w 30 minimum

1 ½ hour session

Webinar Flat Rate- \$300

Webinar- Per Person- \$19.00 w 15 minimum

Facebook- The Author- Jack Lindberg, as a REALTOR® and President of AgentsPlanet understands how to effectively market on the internet in the real estate business. He has recently authored a book about Facebook that walks you through how to use the social networking site. For the last several years Jack has consulted and taught internet marketing from a real estate agents point of view. **The Course-** discusses how to get up and going on Facebook and then how to use the many tools Facebook offers to find clients and market your business.

One half day session

Live Class Flat Price- \$1000 Plus Expenses for ½ day

Live Class- Per Person- \$39.00 per person w 30 minimum

1 ½ hour session

Webinar Flat Rate- \$300

Webinar- Per Person- \$19.00 w 15 minimum

Broker Sales Management- The Author- Harlow Spaan, President of OnlineEd and author of over 600 hours of real estate education. He owned a successful real estate company, has a law degree and has written on this topic for the last 7 years. **The Course-** discusses what it takes to recruit, train, motivate and help agents succeed. Now is the time to re-evaluate the skills required to be a good sales manager. The market is beginning to show little signs of recovery and real estate companies are looking for quality people to join their teams. They are also looking for ways to motivate and retain the people in their offices.

One half day session

Live Class Flat Price- \$1500 Plus Expenses for ½ day

Live Class- Per Person- \$49.00 per person w 30 minimum

1 ½ hour session

Webinar Flat Rate- \$300

Webinar- Per Person- \$19.00 w 15 minimum