

Sacramento Association of REALTORS® Presents:

7 Secrets to Getting the Sale

Sponsored by: Downey Savings and WIN of Fair Oaks

What makes someone decide they want to do business with *you*? You will learn specific actions you can take to get more business, build better relationships, and make more money. After this action-packed seminar, you will know how to get prospects saying “yes” and what attracts clients to you like a magnet. Benefit by:

- » Expanding your “likeability” factor
- » Taking advantage of your client’s #1 expectation
- » Discovering a new prospecting tool that will light-up your referrals
- » Learning how to develop long-term relationships
- » Evaluate the 10 traits of all top performers
- » Developing marketing that drives clients to you and eliminates the need for “cold calling”

In short, if you want more business, keep clients coming back, you will want to register now for this limited seating event.

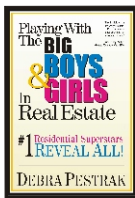
In a market flooded with agents wanting the listings, and buyers who are slow to decide and take up a lot of your time, now is when you need to know how to differentiate yourself in the marketplace. Register today to hold your spot.

“After attending Debra's seminar, I was able to bring my real estate business to the next level. Almost immediately, a past client hired me to sell his condo and help purchase a new one. Bam! It's been a record year for me. All this is a direct result of attending Debra's program.”

-- Jan Bewley Bell, Peabody & Plum Realty

“I was able to get two more referrals the same week. I am getting more people calling me asking to talk about business.”

-- Charlton Curry - Coldwell Banker



Debra Pestrak is an expert on top performers. She researched the top real estate agents across the US and will show you how to put their success secrets to work. Debra is past president of the National Speakers Association (NSA) - San Diego. She spoke at C.A.R.'s 2005 & 2006 annual Expo and NAR's 2007 annual conference. Debra is author of two books including *Playing with the Big Boys & Girls in Real Estate* and has researched top performers for 20 years.



Speaker:

Debra Pestrak

Seminar Date::

Monday, February 25, 2008

Seminar Time:

1-p.m. - 4:00 p.m.

Registration:

12:30 p.m. -1:00 p.m.

Location:

SAR Mack Powell Auditorium
2003 Howe Ave.
Sacramento, CA 95825

Price:

\$25 Members & \$30 Non-Memberts if paid by February 22
\$30 Members and \$35 Non-Members after February 22

3 DRE Credits - Add \$10
Consumer Service **

- Yes, sign me up for *7 Secrets to Getting the Sale*
- Yes, I have read the Cancellation Policy. Initial _____
- Yes, I want DRE credits

Name: _____ Email: _____

Address: _____

Company: _____

Phone: _____

Payment Method ___ VISA ___ MC ___ Discover ___ Amex Security Code _____

Card number: _____ Exp. date: _____

Signature: _____

How did you hear about the program?: _____

Return to:

Sacramento Association of REALTORS®
2003 Howe Ave.
Sacramento, CA 95825

Register:

Ims.sacrealtor.org or
Fax form to 916.922.4103

Questions: Call Traci Sarria
916.437.1202

**More information about the program may be found at www.DebraPesttrak.com/programgeneralinformation.pdf.

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior to event. Debra Pestrak, Inc. reserves the right to cancel or reschedule any program. If cancellation occurs, a full refund will be given.. In the event of rescheduling, Debra Pestrak, Inc., the Association, or sponsor will send notification and transfer reservations (including payment) to the new date.