

Join the Winner's Circle!



What They're Saying About Debra Pestrak...

“Why wasn't 'Playing With the Big Boys' around when I started my career 20+ years ago?”

- Geraldine Laybourn, **Founder & CEO, Oxygen Media**

“Your seminar provides a blueprint to follow, like a McDonald's franchise. They train you on their proven system to run a very successful business. You do not have to reinvent the wheel. That's what you provide. Bravo.”

- Frank Lougher, **Century 21**

“This was the missing link in my business. This information will help me turn leads into clients.”

- Lori Zaw-Minway, **Coldwell Banker-Crossroad**

“You delivered a practical and entertaining program. Our group was clearly energized and found a lot of information they can apply to do their jobs better. I would not hesitate to recommend your programs to anyone.”

- Dan Shapiro, **Director, Captiva Software**

“After attending Debra's program, I was able to bring my real estate business to the next level. 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**

“Common sense methods that will produce uncommon results.”

- Cynthia Allison, **PMI Mortgage Insurance**



Debra is an expert on top performers. **Discover the vital insights** gained from:

- * Over 20 years of in-depth research on top performers
- * Interviewing Fortune 500[®] executives, including the CEO of Prudential, and presidents at Disney, Hewlett-Packard, and Pitney Bowes
- * Interviewing the #1 producing Real Estate Agents across the US
- * Implementing what she learned.



Debra Speaks, Consults and Coaches on How to Become and Remain a Top Performer in Business and in Life

What is it that top performers do that almost everyone else doesn't? What separates them from everyone else? You'll master how to become a winner in your life and career. You will discover how top performers think, how they handle themselves, and the steps they took to get to the winner's circle. As Debra learned new skills and strategies, she implemented them, and shares real life experience on the impact and changes that occurred

We aren't just talking about becoming a winner in whatever endeavor you pick for a career, but how to gain peace in your life, and the relationships of your dreams. In these inspiring programs, Debra shows you how you can do it too.

"Winning" topic areas:

- * How to be and stay at the top in business - Learn how the big boys & girls: leverage people, systems, and marketing; merged with the success triangle of action, attitude, and awareness; thereby creating maximum results. Discover the 10 top traits and behaviors of the superstars. You can double your net income in 4 months or less by applying these principles. Discover mega-marketing secrets that deliver steady streams of income through select targeted marketing. Debra can reveal the success secrets of the most powerful women in business. Real estate programs include the latest market trends and its impact on your agents.
- * Influencing, negotiating and people skills - Without these you can't and won't be effective in any business. Learn how to live the "law of attraction". Discover the 13 ways people say "yes" to you without thinking about it. Find out how to ramp-up your "likeability" factor. Debra divulges the 7 secrets to getting the sale. Create better relationships by understanding and adapting to other's communication styles, and acknowledging that men and women communicate differently. Our business success traits can also get us the relationship of your dreams.

Most real estate programs have been approved for CE credits in California.

Discover today what everyone in the winner's circle have in common.

Variety of services:

- Keynotes ● Business Consulting ● Seminars ● Workshops ● Breakout Sessions ● Personal Coaching

Visit www.DebraPesttrak.com

Call 888.786.3777 to book Debra for your next event!



Join the Winner's Circle!



**Debra's Energy,
Wisdom, Experience,
and Insights
Propel You to the
Winner's Circle**



**“The only thing standing
between you and what
you want is you.”**

Author of:

**“Playing with the Big Boys & Girls in Real Estate” &
“Playing with the Big Boys: Success Secrets of the
Most Powerful Women in Business”**

**Some of the organizations that have benefited from
Debra insights ...**

- Multiple Association of REALTORS® across the US
- Countrywide Home Loans
- Bank of America
- American Red Cross
- Captiva Software
- Marriott Hotels
- Sharp Health Care
- AT&T
- Century 21
- First American Title
- United Healthcare

Debra Pestrak, a nationally recognized speaker and business consultant, gives her small and large business clients and audiences the critical skills, know-how and insight to advance their businesses and careers to the next level. She is a business person who speaks the truth about what holds us back from achieving what we want. She has a down-to-earth style, and shares real life skills you can use right away. Debra provides high-content, take-home-value through designing programs to meet your specific needs. She consults with organizations, teams, and individuals on how to improve their performance, achieve goals, and manage their time more effectively. Whether you are organizing a retreat, kickoff meeting, conference, rally, tradeshow, or want more extensive training and coaching, Debra will give you the tools and inspiration to take action to join the winner's circle.

Over 20 years ago, **Debra Pestrak** set her goal to be a top producer and began researching the common traits, characteristics and thought processes of the #1 producers. She interviewed, researched, and tested theories of those with exceptional results across multiple industries and areas of expertise. Armed with action steps and methodologies, Debra hit the top 1% of the nation's income bracket within just two years. Now that's racing to the Winner's Circle.

Debra is a consummate researcher, business consultant, personal development expert, professional speaker, and go-getter! She climbed the corporate ladder from an AT&T telephone operator to a top sales professional, managing a \$20 million budget, and spent most of her 26+ year career in the Large Corporate Accounts Group. Even during the mid-1990s, with the new wave of deregulation, Debra never lost a multi-million dollar contract she negotiated.

She has built and led successful sales teams, and was recognized as a top sales professional for many years. She shares real life experiences on what works, what doesn't, and why. Debra doesn't just talk business, she lives it. She implements her own advice through her entrepreneur ventures in real estate, the stock market, and her speaking and consulting business. Your audience needs the experience, wisdom, and authority of someone who has legitimately been there.

Debra has an uncanny ability to read people, and has a keen interest in learning and improving. As a result, she learns, improves, takes action on what she learns, and gets results. Having mastered a subject, she shares her knowledge and helps others Fastrak to success. Debra's energy, enthusiasm, and insights inspire you to reach the Winner's Circle. When you hire her, the common comment you'll hear is "never a dull moment with Debra."

Her extensive and continuing research culminated in the outstanding "Playing with the Big Boys & Girls" series of books, CD's and her exceptional programs. These take-away tools allow repetition of the invaluable messages on how to get on the *Fastrak* now.



"Let me share just a few of the quotes and great adjectives used to describe your program

- 'Outstanding'... 'Dynamic'... 'Inspiring'...
- 'Entertaining'... 'Awesome'... 'Fabulous'...
- High Energy... High Fun!
- Totally relevant to my business.
- Best workshop to increase my business.
- WOW! Thank you for the 'kick in the rear' I needed!
- Great motivational information, with practical applications.
- Humorous, yet informative presentation that created some 'Ah-Ha's' for me.
- Debra engaged the audience more than any program I have ever been to.

You made me, and the Regional Vice-Presidents, look like 'shining stars.' However, it was YOU, Debra, that was truly THE shining star of our conference, and I thank you for your time and energy in delivering your wonderful message."

- Bob Nachman, **Women's Council of REALTORS®** Joint Regional Education Committee Chairperson

Call 888.786.3777 today to book Debra for your next event.

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