



Sandy Geroux is a new millenium speaker, trainer, coach, and award-winning top producer who sold real estate in the 90's and into the year 2000, unlike many other speakers in the training arena. Sandy closed just 8 transactions, earning only \$13,000 in 1995, and built her business to being on track to close 84 transactions and earn over \$239,000 when she sold the business to become a national speaker in the year 2000.

Let her show you how to:

- ◆ **Feel confident in front of buyers and sellers**
- ◆ **Leverage your current business**
- ◆ **Build your business as quickly as she did hers!**

“I don't want to wait 10 years to have a solid sales business - I want it NOW!”

Have you ever said this to yourself?

WOW! I got an appointment - NOW what do I do?

I wish I could get some appointments!

How do I make sure I go on the *right* appointments?

Why do I keep getting appointments with people who don't buy from me?

Why does it take so long to make any money in this business?

LOOK NO FURTHER! THE ANSWERS ARE HERE!
The key to building your business quickly is to know who to call, what to say, how to say it, and how to follow up and build on your successes. The focus of this seminar is on how to build your business quickly, rather than waiting 10 years (or more) for the success you crave!

With this full-day seminar, Sandy will show you the tools and techniques she used to bring her income to a 6-figure level in two short years. She will show you that ANYONE can succeed in a sales business with the right drive, the right tools and the right knowledge!

By the end of this one-day seminar, you will:

- \$ Know whom to target for the highest impact when looking for business!
- \$ Learn how to capitalize on referrals that will allow your business to MUSHROOM more quickly than you ever imagined!
- \$ Learn how to do a strong presentation;
- \$ Learn the importance of using scripts and practicing them for maximum comfort level and impact on potential clients and customers. Never again will you allow a potential customer to ask a question that you don't know how to answer!
- \$ Learn how to CLOSE the deal, so you don't walk away without the business again!
- \$ Appreciate the critical nature of effective lead follow-up, and learn how to do it right;
- \$ and MUCH MORE!