



What Sandy's Attendees Have to Say About Her... Members of The Realty Alliance

Thank you for agreeing to speak to our company. I know this is what you do... and it takes a lot of preparation, which is much appreciated. You seem to understand what is needed and are easy to communicate with, which means a lot when trying to plan something of this magnitude.

Kathy Collings, Director of Training
and Professional Growth, F.C. Tucker Co.

Ideas are thrown around at many seminars...this one provided an outline/process in a simple form for easy implementation.

Joe Lowry, Sales Manager
Semonin Realtors, Louisville, KY

Simply excellent! The presentation was delivered in a clear, clean and concise manner. Sandy never lost a moment of energy during her presentation. She truly believes her message, and now I do, too. Sandy's message is everyone's reality just waiting to be realized. Thank you.

Michael McGreevy, Sales Manager
Long and Foster, Silver Spring, MD

Sandy not only validated some actions and procedures I already have in place, but she helped streamline the process while infusing it with fresh ideas and experiences.

Kathy Solan, Sales Manager
Real Estate One, Milford, MI

Excellent!

Vincent Kyan, Sales Manager
First Team Real Estate, Anaheim, CA

Sandy's seminar is on target with what millenium real estate offices need today. The seminar was information-packed to help offices grow to the highest level of profitability.

Kay Wright, Sales Manager
Ebby Halliday Realtors, Plano, TX

I'd like to receive her marketing tips.

Barbara Kleppick
Northwood Realty Services

Excellent.

Claire McLaughlin, Sales Manager
Long and Foster Realty, Camp Springs, MD

Great! Solid information.

Barbara Goldsteen, Sales Manager
Long and Foster, Potomac, MD

Exciting, motivating - reminded me of what I am, what I should be, and what I will be to my agents. They grow, I grow.

Martha Schwinne, Sales Manager
Harry Norman, Realtors, Peachtree, GA

Very informative!

Eric Van Guilder, Sales Manager
Edina Realty, Inc., Hayward, WI

I want to receive her marketing tips.

Anne Miller
Harry Norman, Realtors, Atlanta, GA

Enthusiastic and information-filled!

Spencer E. Haynes, Sales Manager
John R. Wood, Inc. Realtors, Naples, FL

Positive, practical, implementable. I can do this in my office.

Eileen Durkan, Sales Manager
Long and Foster, Haymarket, VA

Really enjoyed it and will benefit from great new ideas.

Bill Jourdan, Sales Manager
Long and Foster, Alexandria, VA

Motivational! I needed so much just re-affirmation that I am on the right track. Sandy gave us great plans to implement.

Deborah Grimm, Sales Manager
Long and Foster, Cumberland, MD

Very good information, well organized. You are very energetic. It flows over to the audience.

Kevin J. Finnegan, Sales Manager
Edina Realty, I.G.H., MN

Great, inspiring, motivating! I liked Sandy's enthusiasm.

Dana Powell, Sales Manager
Crye-Leike Realtors, Little Rock, AR

Great, motivating information. Gave us specific steps to follow, very clear goals and objectives.

Sandi Harsh, Sales Manager
Harry Norman, Realtors, Atlanta, GA

Basic and useful techniques. I liked Sandy's energy and enthusiasm!

Diane Howard
Real Estate One, Inc., Plymouth, MI

I liked best Sandy's content and delivery with enthusiasm.

Georgia Resch
Long & Foster, Elliott City, MD

I really liked the concepts and energy of the presentation.

Richard Jordan
Watson, Realty Corp., Orlando, FL

I liked best the handouts. I want to receive her marketing tips.

Gary Rabideau
Crye-Leike Realtors, Inc., Mt. Juliet, TN

I'd like to receive Sandy's marketing tips.

Tommie Criswell-Jones
Crye-Leike, Inc., Memphis, TN

I want to receive her marketing tips.

Jim O'Dell
Crye-Leike, Inc., Chattanooga, TN

I want to receive her marketing tips.

Michael Johnston
Russ Lyon Realty Co., Phoenix, AZ

Information was excellent.

Yvonne Kemmerer
Russ Lyon Realty Company, Peoria, AZ

Speaker had a lot of passion and energy!

Shane Braudo
First Team Real Estate, Whitter, CA

I want to receive Sandy's marketing tips.

Toni Orrico
Northwood Realty Services, Pittsburgh (Mars), PA

I will use her idea of the prospecting tracker first. I want to receive her marketing tips.

Nancy Roettger
Prudential Carolina Real Estate, Mt. Pleasant, SC

Sandy's program confirmed what we are currently practicing – accountability is key to any coaching program.

Bryan McClaine
Northwood Realty Services, Grover City, PA

Excellent – very motivating!

Harryette Altman
Harry Norman, Realtors, Atlanta, GA

I picked up ideas to use to better define and use in coaching. There were many ideas!

Joy Jones
Harry Norman, Realtors, Deluth, GA

I want to receive Sandy's marketing tips.

Patrick J. Cannon
Northwood Realty Services, Wexford, PA

I liked the way Sandy presented her material best. She was very energetic and enthusiastic

Larry Connelly
Northwood Realty, Monroeville, PA

Motivational!

Barbara Sutton
Northwood Realty, Butler, PA

I liked best the energy and knowledge of the speaker.

Chris Graham
Northwood Realty, Allison Park, PA

Letter from a Training Director client

Sandy:

Great comments coming your way.....You have now completed your sixth seminar with our company and I wanted to give you some of my thoughts and feedback from those who attended as I have heard nothing but good, good, good!

Your session entitled "I don't want to wait 10 years to have a solid real estate business, I want it now!" has particularly been great for our last three new agent training classes. The presentation and information was timely as hopefully agents will form good work habits and be diligent in following the guidelines you set out for them. One agent had 2 FSBO listings within a short period of time as a direct result of your program. Before your last session with them I had another speaker the same week and one of the agents said to me after your session, "**As bad as that other speaker was on Monday, Sandy made up for him twice over!**" How's that for great feedback?

"Get the knowledge out of technology!" was full of great ideas and tips and I know agents put many of your suggestions into practice and feel the change has made a difference in making their job easier. I'm sure you have heard direct comments from those in attendance.

Your last seminar "It's my goal and who am I to stop me!" was well received and I was most surprised by two top agents in the company who attended. One expressed to me how much she had appreciated your seminar and also said "**I did not intend to stay the entire day as I can't sit for a long period of time and have a short attention span, but I could not leave my seat and ended up staying the entire day and even going without lunch because I was afraid I would miss something.**" Another top agent's assistant attended the morning session and insisted the agent attend in the afternoon, which she did, and later told me.... "**that was the most practical information I have heard in a long time, and easy for me to implement in my business, I'm sorry I missed the morning session.**"

Sandy, your programs are down to earth with everyday, usable information coming from someone recently in the field and could relate by sharing with others your personal experiences. You didn't "tell" them how it should be done, you "showed" them how to grow their business.

I would recommend you to new and veteran agents. Any one who doesn't take the advantage of your programs is missing a great opportunity. I hope to have you at our company's convention in October and I know those who have attended your prior seminars will be anxious to learn more from you and those who missed you before will benefit greatly when they learn your great techniques.

Much continued success to you in 2002.

Kathy Collings

Kathy Collings, CRB, CRS
Director of Training and Professional Growth
F. C. Tucker Company Inc.,
Indianapolis, Indiana