



HAREP was established in 1993
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"Amateurs practice to get it right...PROFESSIONALS practice to NEVER get it wrong"
~~Joe Niego

Wednesday January 16th, 2013

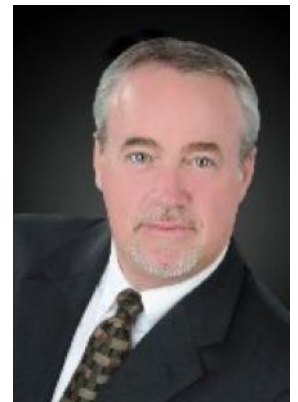
The Relational Sales Cycle: Missed Opportunities

Like it or not, Real Estate is a SALES business. I will cover a 6 step Sales process to ensure you are building trust with your prospective clients. Most Sales professionals skip this step by step process and miss more opportunities that come their way. What do you have to lose.....except more converted clients, more closings and a life time of referrals???

Speaker: Mark Poisson, Account Manager – First American Title since 2010

Mark has been in the Real Estate industry for 12 years either as a REALTOR, Certified Business Coach, CEO of major Real Estate Office of over 300 agents or Certified Real Estate Trainer. Mark is a graduate of SEVRAR's Leadership program and serves on the Education Committee, Marketing Committee, and Military Support Committee.

President of the Exchange Club of Tempe, host to the nation's largest and longest running September 11th Memorial held annually at Tempe Beach Park. Volunteering in the community, teaching and helping others to achieve their business goals are Mark's passion in life, of course behind his family. ;)



We will break down the Sales process into a 6 step cycle that if followed will result in strengthened relationships with prospects and clients. Relationships built on trust. Attendees will leave with a better understanding of the sales process which they can implement today to make 2013 their best sales year ever.

January 16, 2013

11:00 am to 1:00 pm

Members- \$20

Future members- \$25

Includes lunch

Shriner's Auditorium
552 North 40th Street
Phoenix AZ 85008

R.S.V.P. at

www.hareparizona.org/events

***Challenging markets often provide the best opportunities
for success, so don't miss this opportunity to grab success!***