

Personality in Real Estate

Focus Group



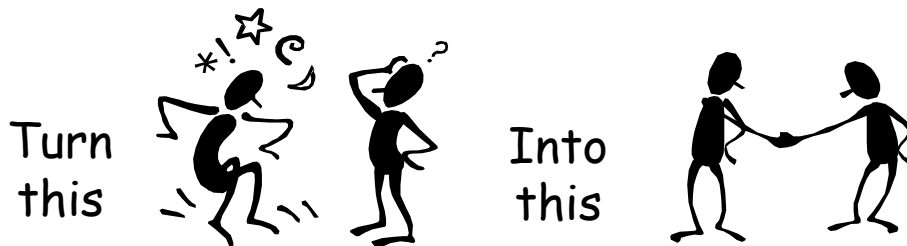
- Who? A select group of Real Estate agents
- What? Personality typology training in exchange for your feedback on how you can use this knowledge to benefit your business
- When? September 13 6:00 p.m. to 8:30 p.m. (refreshments included)
- Where? 2820 T Street, Sacramento, CA (Fountain of Health)
- Why? Improve your close rate by understanding and communicating more effectively with your clients

You will learn how to:

- Understand why we think, act and communicate the way we do
- Discover why personality affects all aspects of who we are
- Learn how to identify the personality type of others
- Realize each personality type's needs, motivations and irritations
- Recognize how each type gathers information and makes decisions
- Communicate in a manner that puts others in their comfort zone

Your investment:

- 2 ½ hours of your time (1 ½ hours training and 1 hour feedback)
- Your ideas regarding how you can use this knowledge in your work



Seating is limited – Call today to sign up: 916-491-4787

Instructor: Susan Rueppel, Ph.D.