

ARE YOU READY FOR THE SOS CHALLENGE?

What is the difference between agents who sell 48 homes or more per year and those that don't?

Many of them have been thru SOS Training already and your opportunity is now!

Your future success will be determined by the actions you take now, committing to SOS Challenge today will pay you tomorrow and for the rest of your career. Visit "Testimonials" at www.gbunlimited.com

Learn the secrets of what Top Agents Do, Don't Do, Say, Don't Say, Focus on and Don't Focus On in order to smash sales annually!

Learn from 27 years of skills, successes and failures; smashed into a one and a half day seminar that saves you time and makes you money!

WHAT ARE YOU WAITING FOR?

SOS CHALLENGE

SOURCE OF SALES 2.0

With Glenn Bill

glennbill.com

Source of Sales 2.0 is about creating our agents to be Masters of the Five Fundamentals of Real Estate:

YOUR SOURCE

1. Your most important question for success.
2. Creating rapport within minutes
3. Creating your Vision
4. The Paradox of Two Agents
5. Recondition your Career

PROSPECTING MASTERY

1. The CACC Formula
2. Why we Love to Prospect and Don't
3. Understanding Negotiations During Prospecting
4. 21 Ways to Find Business
5. Three great Questions to ask
6. Are You Ready to Convert

LISTING MASTERY

1. Creating YOUR Listing Mindset Forever
2. Setting the Table with Sellers:
The unbeatable Scripts, Dialogues, and Questions
3. Attitudes of the Seller: How to Deal
4. The Most important Listing Tool Ever
5. Handling Seller Objections: Gotta Love them!

BUYER MASTERY

1. Setting the Table with Buyers
2. Selling Homes in 10 Showings or Less
3. How to Build Buyer Loyalty: Do you have it? Do you Command it? Do you Give it?
4. Closing the Sale- What it means and How to Do it
5. Don't Be a Super- Agent with your Buyer

VALUE MASTERY (COMMISSION)

1. Get to Work Everyday!
It does matter who you work with.
2. Do you build trust, The Blueprint for Trust Building
3. What is Value and how do YOU define it?
What about your clients?
4. What is your Value and Why should I work with YOU?
5. Articulate your Value and Believe it, better yet make them believe.
6. 21 reasons people should HIRE YOU
7. Define who you are, what your about, and Dominate!



Glenn Bill
Get Better. Grow Bigger. Glow Brighter. Go Beyond.