

\$15
MEM Early Bird
Thru Sept. 28

Oct. 25, 2018 • 8 AM - 4:30 PM • Embassy Suites Dulles, VA



Nobu Hata
Director of Member Engagement
National Association of REALTORS®

Catch Fire with Sphere Based Selling

Have you ever heard the expression, 'work smarter, not harder'?

When it comes to lead generation, working your sphere of influence is one of the best ways to generate and convert more leads in less time.

In this class you will learn:

- The science behind being remembered
- How to grow your and empower your database
- The 'E' factor and how it trumps all
- Detailed systematic approach to cultivating and growing your sphere of influence



Matt Paxton
Legacy Navigator
Host, Hoarders

Full House: An Insider's View of Hoarding

Matt Paxton's Hoarding 101 course will provide REALTORS® with a better understanding of clients who hoard, as well as of aging clients. Even if they aren't hoarders, aging clients tend to hold on to items and it can be difficult to help them let go in order to clean out

and sell the house. This course will teach REALTORS® how to best communicate with older adults and hoarders to get the results they want while keeping their clients' best interests in mind. The end goal is that REALTORS® will learn how to get the house cleaned out and sold faster, for more money.



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State of Real Estate Tech & Marketing

Real estate is evolving at a rapid pace and it's up to agents and brokers to understand who and what is disrupting the space and how to evolve their value proposition to match consumer expectations. Learn the latest in technology and marketing trends of tomorrow plus how to integrate them into your business!

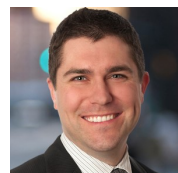


Billy Ekofu
Managing Director
Century 21 Redwood

Prospecting for Relationships, Not Leads

There isn't an agent that wouldn't want to learn how to acquire leads. Everyone wants them. Everyone needs them. Businesses depend upon them. We're so quick to buy them, convert them, and close them. From a business perspective, this is absolutely needed. From a people perspective, this is absolutely

terrible. It's time to grow our business in a way that honors the very people we are so desperately trying to serve.



Andrew A. Painter, Esq.
Director of Member Engagement
National Association of REALTORS®

Rise of a Region: A Development History of Northern Virginia

Rise of a Region covers Northern Virginia's major growth factors from its settlement in the 1700s through today, including government spending, roads, utilities, private investment, and public policy decisions.

Class/Course Registration Form



Fax to (703) 771-9787 / **Email to** info@dullesarea.com
Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147
Questions? Contact Teresa Kirkhart at tkirkhart@dullesarea.com / (571) 291-9805.

Or Register Online at dullesarea.com

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