

LI Dan Real Estate Services Ltd.

OUR GOAL IS SIMPLE — TO ENHANCE REAL ESTATE CAREER. ONE REALTOR® AT A TIME.

6 Week Success Plan[©]

Make the biggest difference in your real estate career



Over 60% of agents fail within two years of getting licensed.

Most agents simply get licensed and wait for their friends or family to give them a chance. But that doesn't happen. And before they can realize, their expenses catch up to them, their savings disappear, and they go financially bankrupt.

Sounds familiar? Don't let that happen to you.

Urban-Realty has designed a Do-It-Yourself, simple to follow but highly effective 6-WEEK-SUCCESS-PLAN for it's REALTORS®. All you need to do is, follow the step-by-step weekly instructions, as per provided material, for 6 weeks, and **reap the benefits.**



A Must For New and Returning REALTORS®

COMPLETE PLAN DETAILS on the next page

urban Real Estate Services Ltd.

6 Week Success Plan®

Course Outline

This program prepares you to target buyers and sellers with correct real estate solutions. So they will always chose to work with you. The Do-It-Yourself-kit consists of lessons, materials, hands on practice sheets, training videos and helpful scripts.

Week 1 - The Essentials Tools

Preparing Yourself the right way.
Calculating your PROFITS and shaping your GOALS
Where to find your initial leads
Home work

Week 2 - Crucial Training

Understanding and learning your TOOLS properly. Creating Sellers and Buyers Forms MATRIX® and CMA Techniques Home work

Week 3 - Your Effort

Start thinking like a business person Creating and practising Scripts Working with builders Increasing your SOI list

Week 4 - Being Professional

Buyers Presentation Buyers Objections and answers including NET SHEET Buyer forms – training videos

Week 5 - You Don't List You Don't Last

Sellers Presentation
Sellers Objections and answers including NET SHEET
Sellers forms - training videos
FARMING and other marketing techniques

Week 6 - Repeat and Referral Business

Automating your business
Taking Inventory, Fine tuning and Repeating your Success.



<u>Remember</u>

YOU ARE ONLY 6 WEEKS AWAY FROM SUCCESS

Remember: What stops most agents from succeeding is that they simply don't know what to do!

Moreover, they don't take any effort to start.

Don't just sit there and wait for a miracle to happen.

Get your KIT today.

Urban-Realty's 6-Week Success Plan.©

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CALGARY'S FAST GROWING INDEPENDENT BROKERAGE

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