



Builder & Realtor Education Class



HBA of Greater Savannah
Presents

John Palumbo: Sell the Results!!

Tuesday May 8th, 2018

Georgia Coastal Center | 305 Fahm Street, Savannah

8:00 Registration & Breakfast

8:30 am - 11:30 am - Class

Builder Members & All Realtors will Receive 3
Hours of CE Credit

\$59 HBA/SMC Members | \$69 Non-Members

This course takes a deeper look into the customer's mindset to understand the emotional buying journey and clearly lays out the seven reasons modern customers buy. It gives a blueprint for mastering the exchange of information necessary to communicate more effectively and close the deal. *Sell the Results* takes a giant step back from old-school strategies like negotiating with your customers, and instead teaches the proven principles of persuasion and influence that are based on consumer psychology and the study of human nature.

Registration Form

Name _____ Company _____

License Number _____

Check Enclosed Charge My Visa, MC, AMEX, Disc
 \$59.00 HBA/SMC Member \$69.00 Non-Member

Name on Card _____

Card Number _____ Exp Date _____ CVV: _____

Signature _____

REGISTRATION IS REQUIRED - PLEASE FAX THIS FORM TO 912-354-4153

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