



Make Today Count!

James Houghtaling, LLC
The Real Estate Mastery Coaching Center
www.coachjameshoughtaling.com

The REAL Training Series, featuring
World-Class Real Estate Coach, James Houghtaling And Real Estate Rockstar, Al Torre!

A great day to you, superstar salesperson and businessperson! Let's get into this: **REAL** stands for Real Estate Agent Learning, and this course has been designed to put YOU into an intensive environment where the focus is on building your sales **Skills** and increasing your knowledge of the necessary components of building a **Business!**

How much value would there be if you could:

- ❖ Move forward faster and avoid the common mistakes so many agents make in their first few years in the business?
- ❖ Become **STRONGER**, more **CONFIDENT**, and tremendously more **EFFECTIVE** at doing your job?
- ❖ Know your 'lines' so that you can give a powerful performance?
- ❖ Create a business that looks like the ones you hear about where agents sell 50, 100, 200 homes a year? Are you tired of not really having a clear path to follow?
- ❖ Hone the skills that will make you *professionally lethal* at dealing with whatever someone might say to you?

The courses will be structured under the following guidelines:

- ❖ There will be one class per week (barring holiday weeks)
- ❖ Each class will run from 45-60 minutes, depending on the topic
- ❖ Each member of the group will be responsible for being punctual and **UNDISTRACTED** for the duration of the session. It should be treated as an appointment and take place in a quiet location without the distraction of cell phones or other devices!
- ❖ *The Real Estate Mastery Coaching Center* will record each session and send a link
- ❖ The cost for the course is **\$147.00 USD** per month on a month to month basis with 30-days' notice required to cancel your membership

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Here Are Just SOME Of The Topics Coach James And Al Torre Will Be Covering With You Each Week:

- ✓ **What Every Agent Needs To Know**
- ✓ **Time IS Money!**
- ✓ **Planning For Your Success**
- ✓ **For Sale By Owners—Key Thoughts And Breaking Down The Conversation**
- ✓ **How To Get More Repeat And Referral Business**
- ✓ **Powerful Lead Follow Up**
- ✓ **Just Listed/Just Sold And ‘Hot Market’ Calls**
- ✓ **Expired Listings: Key Thoughts And Breaking Down The Conversation**
- ✓ **Setting Up For Successful Lead Generation**
- ✓ **Expired Listings: Handling Objections**
- ✓ **For Sale By Owners—Handling Objections**
- ✓ **How Do We Grow And Nurture Our Database?**
- ✓ **Buyer Qualifying**

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- ✓ **The Set Up: Pre-Qualifying the Listing Presentation**
 - ✓ **The Listing Presentation: Show Time Part 1**
 - ✓ **The Listing Presentation: Show Time Part 2**
 - ✓ **Getting The Signature: Show Time Part 3**
 - ✓ **Responding To The Market: Price Adjustments**
 - ✓ **Objection Handling Mastery**
 - ✓ **Question-Based Selling**
 - ✓ **What Are You Thinking About: The Mental Side Of Real Estate**
 - ✓ **The Real Estate Magic Pill (Consistency)**
 - ✓ **Expand The Brand Through Social Media, Branding, And The Internet: Flyer Design, Facebook And Social Media Ad Campaigns, And Much More!**
 - ✓ **Leverage And Growth: Adding an ISA, Recruiting, Personality Assessment, Getting Clarity On Your Job descriptions, Creating A Task Manual, And Much More!**
 - ✓ **Personality Styles**
 - ✓ **Top Tools And Technology For Success: CRMs, Spotio, Follow Up Texting, Sources For Phone Numbers And Dialers, And Much More!**
 - ✓ **Online Lead Generation And Conversion: Using Funnels, Landing Pages, And Drive More Traffic To Your Sites**

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YES! Please enroll me in the **REAL** Group Training Program
offered by **The Real Estate Mastery Coaching Center**
for only **\$147.00** USD per month!

I want to save over \$100.00 by choosing the one-time fee of just \$777.00 for a 6-month
commitment to this program! _____ (initial here)

Please neatly fill out all of the information below:

Name _____ Phone _____

Email Address _____

Credit Card # (No AMEX) _____

Exp Date _____ CVC (3-digit code on back of card) _____

Complete Billing Address _____

Payment Agreement and other terms:

Credit card billing will occur on the 15th of each month under **The Real Estate Mastery Coaching Center**. By filling out and signing this form I acknowledge that I have read these terms and agree to the commitment of \$147.00 USD per month, or the one-time fee of \$777.00 USD if I've indicated that option and I authorize **The Real Estate Mastery Coaching Center/James Houghtaling, LLC** to charge my credit card based on this commitment. I understand that I must give 30 days' written notice by email if I choose to cancel my monthly \$147.00 subscription and that there are NO REFUNDS of previous payments, including the upfront one-time fee if I elected that option. I also acknowledge that I am obligated to pay the entire amount stated above regardless of whether I actively continue participating in the training calls. I also acknowledge by signing below that I AM NOT permitted to record these sessions on my own as stated in the course material. I fully understand these terms and accept them.

Signature _____ Date _____

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