

# Ian Keightley presents

## Three day Real Estate Performance Academy

February 8 - 9 - 10 in Auckland

I am once again presenting one of the most popular real estate courses in NZ. We always receive great feedback on these three day courses which are very popular with experienced salespeople and is also perfect for new recruits, as we focus on excellence at the basics.

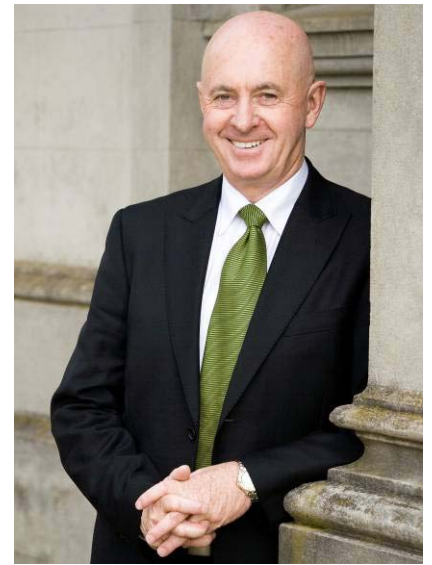
With the changes in the market and the legislative changes that demand a higher skill level, this is a great time to refresh or improve your skills

This is an intensive three day workshop to equip you with the skills and strategies to grow your business in this changing market.

It is fully presented by me and includes a ton of dialogues to cope with the new challenges arising from our changing market. If you are new to the real estate world or finding the new market a challenge, then this is the course for YOU.

**Receive our updated 500+ page manual and CD-Rom of docs and letters.**

**Pay \$200 now to register and balance by January 22nd**



**Auckland  
Monday February 8<sup>th</sup> to  
Wednesday February 10<sup>th</sup>  
Venue; Jet Park Hotel &  
Conference Centre,  
63 Westney Rd, Mangere,  
5 minutes from airport.**

**Day 1 9.30 – 5.30**

**Day 2 9.00 – 5.00**

**Day 3 9.00 – 4.00**

**Lunch, morning and  
afternoon tea each day**

**\$795.00** incl gst

\$200 booking deposit required

**Fax: 09 6277 044**

**Please register me for the Three Day Performance Academy in Auckland**

**Name** \_\_\_\_\_  
**Office** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**E-mail** \_\_\_\_\_  
**Phone** \_\_\_\_\_ **Mob** \_\_\_\_\_ **Fax** \_\_\_\_\_

Minimum Payment of \$200 required with this order, balance in full by January 22<sup>nd</sup>. Bookings after January 22<sup>nd</sup> must be in full as one payment ( Tick appropriate payment terms).

**Credit Card**

Debit my card

\$

Card Number \_\_\_\_\_ Visa Mastercard Amex (Id No. \_\_\_\_\_) Diners

Name on Card \_\_\_\_\_ Expiry Date \_\_\_\_\_

or **Enclosed Cheque** payable to Salescoach Limited for \_\_\_\_\_

\$

or **Direct Credit** to National Bank, Newmarket, Auckland, New Zealand.  
Salescoach Limited 06 0193 0227980 00 sum of \_\_\_\_\_

\$

Conditions of registration: No refunds within 14 days of course dates. 50% refund within 15-28 days, and full refund less 10% handling fee, for cancellations received prior to 28 days before course date. Registrations are transferable.

Signed \_\_\_\_\_ Date \_\_\_\_\_

# Real Estate Performance Academy

with Ian Keightley

## 3 days of skills, tactics, dialogues and strategies

**Ian Keightley** is offering one only 3 day Real Estate Performance Academy in 2010. This is the best value, most practical and motivating course for new and reasonably experienced salespeople available in the market place today, providing you with the skills and dialogues to win in the changing market. The new legislation requires you to have the skills

*Ian's Real Estate Performance Academy* has always been a very popular programme and this year we are offering **ONE ONLY** and in Auckland.

This practical 3 day seminar is packed with skills, strategies, scripts and dialogues you will need to win in 2010 and beyond.

These courses are limited to a maximum of 40 attendees and cover all the basic skills to make your real estate career a success. With the new legislation giving every client and customer an expectation of a qualified service level, this is the time to make sure you exceed these expectations with a higher skill level.

Whether you are a recent arrival to real estate, or a seasoned veteran – there is tons in this course to boost your success.

Yes secure more listings, collect bigger marketing budgets, sell more of your listings, tackle Auction and Tender and all at the full fee.

Maybe you need a lift, a burst of skills development, a fresh and effective approach to securing new listings and a great listing presentation.

Perhaps your prospecting plan needs greater frequency and some new ideas to capture the interest of the market.

Here is what some of our attendees are saying:

*"I have gone from where on earth do I start to feeling confident" GK MT EDEN*

*"Excellent modules covering all aspects of real estate.*

*Great references for the future, full of information.*

*A great confidence builder – Ian kept us very entertained. " SC Albany*

*"Recommended for beginners who need help with direction and how to target your focus on activities that will make the difference" DD Rotorua*

*"Over 20 years in real estate, a top earner in my town, and I am ready to go to the next level after this session." Gisborne*

*"Fantastic – thank you so much for all your enthusiastic thoughts, ideas, suggestions and tuition. Exceeded my expectations " – GP Hastings*

This course is great value, so if you or any of your colleagues would benefit from 3 days of intense tuition and motivation register today.