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Sample Event Itinerary (PST) 8:30a 9:00a 10:00a
10:30a 10:45a Networking And Light Refreshments
Google Live Broadcast Begins Google Live Broadcast
Ends, Partner Presentation Begins Q&A Or Individual
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Keep Our Business Growing ... How About Any Of The
Following? 1) Call Your Past Clients ... An Area Most
Agents Do Not Do Well. 2) Call Your Centers Of
Influence ...they Buy And Sell Real Estate Like The Rest
Of The World (just A Thought, Call Them And Tell T 1th,
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Circle Prospecting Often Bears Lots Of Fruit, Including
Referrals, Lead Generation, And Valuable Information
That Can Help You Make Other Sales In The
Neighborhood. ... Below Is A Script That Mike Ferry,
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THE ONE-MINUTE PRESENTATION - Mike Ferry

I'll Decide Not To Take Your Listing ... Any One Is Fine
... 5. Let's Quickly Take A Moment And Review The
Questions I Asked You Over The Phone... A) You Said
You Were Moving To _____ Right? B) You Said You Were
Moving Because _____? THE ONE-MINUTE
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Presentation Tonight ... One Of Three Things Will
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