

Terry Watson

COURSE DESCRIPTIONS

Elite Speaker Topic Recharge, Refocus, Re-engage™

The tools the public needs keep changing. This past year has been emotionally stressful for the public and the practitioner. Many agents are operating on fumes. In addition, real estate is experiencing a lack of inventory and information explosion, in real-time. Most agents are just working IN their business, instead of ON their business. **If ever there was a time to Recharge. Refocus. Reengage. It is now!**

Come get the tools that will help you recharge, refocus and reengage! We will have as much fun as legally possible while providing you with crazy effective tools to Recharge. Refocus. Reengage.

Some sessions can be missed...Some sessions you can get from notes...this is NOT one of those sessions!

Break Out Session Topic Evolve or Evaporate!™

Your clients say they want good customer service but what they really demand, is a great customer experience... The two could not be further apart! **They're searching for true expertise that will help them through the entire moving process.** When you're the expert in your business, it's easy to forget that your customer doesn't always understand the processes that happen every single day. **The public says it's not enough to just be good at your job – you have to present yourself as a TRUE expert** in order to win the business of today's consumer who has more moving choices than ever!

In this presentation, Terry **will show you not only how to develop your expertise, but to showcase it in a way that generates trust from the marketplace where you become the only option!**