



urban
Real Estate Services Ltd.

www.urban-realty.ca

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Real Estate Services Ltd.

OUR GOAL IS SIMPLE –
TO ENHANCE REAL ESTATE CAREER. ONE REALTOR® AT A TIME.

6 Week Success Plan[©]

Make the biggest difference in your real estate career



6 Week Success Plan®

Course Outline

This program prepares you to target buyers and sellers with correct real estate solutions. So they will always chose to work with you. The Do-It-Yourself-kit consists of lessons, materials, hands on practice sheets, training videos and helpful scripts.

Week 1 – The Essentials Tools

Preparing Yourself the right way.
Calculating your PROFITS and shaping your GOALS
Where to find your initial leads
Home work

Week 2 – Crucial Training

Understanding and learning your TOOLS properly.
Creating Sellers and Buyers Forms
MATRIX® and CMA Techniques
Home work

Week 3 – Your Effort

Start thinking like a business person
Creating and practising Scripts
Working with builders
Increasing your SOI list

Week 4 – Being Professional

Buyers Presentation
Buyers Objections and answers including NET SHEET
Buyer forms – training videos

Week 5 – You Don't List You Don't Last

Sellers Presentation
Sellers Objections and answers including NET SHEET
Sellers forms - training videos
FARMING and other marketing techniques

Week 6 – Repeat and Referral Business

Automating your business
Taking Inventory, Fine tuning and Repeating your Success.



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Remember

YOU ARE ONLY 6 WEEKS AWAY FROM SUCCESS

Remember: What stops most agents from succeeding is that they simply don't know what to do! Moreover, they don't take any effort to start.

**Don't just sit there and wait for a miracle to happen.
Get your KIT today.**

Urban-Realty's 6-Week Success Plan.®

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CALGARY'S FAST GROWING INDEPENDENT BROKERAGE

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