

# CHANGING MARKETS: WHERE ARE WE NOW? (3 Hours)

## Course Description

The real estate industry is now going through natural selection. The average agent is ill equipped at best to compete in today's real estate market. The last couple of years have been unprecedented and violated the all the basics. Real estate is simply correcting itself and things are going to back to a sense of normalcy. In an exploding market, skills are not needed. You just connect with a buyer or a seller and hold on. All over the country it is changing or has changed into a buyers market. If you are prepared, this will be your finest hour. This course is your prescription for a changing market.

## Learning Objectives

Upon completion of this course, participants will be able to describe:

- Why taking an Appraisal course and mastering the absorption rate is vital
- How learning Feng Shui creates an environment that supports sales
- How to become a fierce negotiator
- The importance of taking a Loan Office course
- How not to be black and white in a color world

## Timed Outline: Changing Markets

<b>Time</b>	<b>Topic</b>
10 Minutes	Where Are We Now?
15 Minutes	What Prevents Buyers and Sellers from Buying and Selling?
15 Minutes	Why Buyers Are So Frustrated and Dissatisfied with Agents
15 Minutes	How to Stay Motivated in a Changing Market
15 Minutes	What a Loan Officer Course can do to Increase Your Sales
15 Minutes	How to Become a Fierce Negotiator
15 Minutes	Learning Feng Shui
15 Minutes	Giving the Public What They Want
15 Minutes	How not to be Black & White in a Color World
15 Minutes	Resources to Meet and Exceed the Public's Expectations
15 Minutes	Top 10 Changing Market Mistakes
10 Minutes	Prescription for a Changing Market
10 Minutes	Conclusion

**Total Time: 180 Minutes**

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