

BUILD YOUR BUSINESS WITH TOP PRODUCER 8i®

with Kevin Kaley

BEGINS THURSDAY, MAY 7 - OCTOBER 22, 2009

Do you love real estate because it's a relationship business?

Would you like to build your business on the foundation of personal relationships?

Do you want to spend your time working with people, not paperwork or computers?

SHIFT YOUR DATABASE INTO HIGH GEAR. Put the full power of Top Producer to work in your business by building a successful, income producing database and implementing systems to manage your marketing, leads, listings, contracts and closings. Capture "now" business by applying *SHIFT* tactics and build long-term *MREA* modeled follow-up programs – 8x8, 12 Direct and 33 Touch systems. Build validity and trust through powerful presentations and marketing materials. Manage your business successfully and efficiently with listing and closing action plans and management systems.

“ Since starting your Fast Track program, I've written over a million dollars in volume! Thanks for the kick in the seat of the pants! ”

Daryl Denman
San Antonio, Texas

“ Just one piece of one session (Lead Manager) has increased our business! Leads that were slipping through the cracks are now being converted into commission dollars! ”

David Hale
Victoria, British Columbia

THESE GROUP COACHING SESSIONS INCLUDE:

- > Accountability
- > Establish database and business goals and standards
- > Contact and Lead entry, management, and maintenance
- > Calendar and Activity entry, management, and completions
- > Customize and personalize your Marketing Library – emails, postcards, and letters
- > Match your brand, your market and your clientele by customizing and personalizing multiple Action Plans including multiple, targeted 8x8 and 33 touch programs
- > Implement 12 Direct campaigns and use multiple media to do so
- > Integrate with your website(s) and auto-apply Action Plans to incoming Leads
- > Customize and Personalize Presentations - Buyer Packages, Pre-Listing Packages and CMA's
- > Utilize Automated Service Reports and Customer Web Pages to provide "WOW" service
- > Automate and systematize listing management and improve client service with the Listing Manager
- > Employ the Closing Manager to automate and systematize contract and closing management and a host of other tips, tricks, short cuts and best practices!

Investment:

12 one-hour
webinars over a
six month period
\$99/Mo.

The logo for MAPS INSTITUTE features the word "MAPS" in a large, bold, sans-serif font, with a stylized graphic of three curved lines in red, orange, and blue above the letter "A". Below "MAPS" is the word "INSTITUTE" in a smaller, all-caps, sans-serif font.

For more information,
visit: www.mapsinstitute.com