



By special invitation for
Broker/Owners, Office
Principals & Managers

Get S.M.A.R.T

With Shelly Spiegel
Teaching Your Associates to "Work Smarter, Not Harder in Today's
Changing Market!"

Are All Of Your Agents...

- ❖ Closing 30 transactions per year or more?
- ❖ Generating 2 or more referral leads per week?
- ❖ Going on at least 2 listing appointments per week?
- ❖ Armed with the skills to compete in today's changing market?

Our graduates are!

**THERE IS NO COST TO
ATTEND THIS
IMPORTANT EVENT!**

Date: Friday, July 13, 2007

Time: 10:00 to 11:30 a.m.

Location: Mass Association Of Realtors®

256 2nd Avenue - Waltham, MA

For directions call 781-890-3700

Shelly Spiegel, Master Trainer

With his humor and dynamic approach to solving today's business growth issues, Shelly teaches sales professionals how to get the highest financial return from their time invested, while having a blast doing it!

He has spoken to over 2,500 audiences and has taught over 10,000 agents the how-to's of successful selling. With a focus on systems, techniques and dialogues, Shelly will build your agents' confidence while laying the foundation for daily success habits that will take them to the next level and make them competitive in any market!

There is a lot of talk today about the market slow down, but the truth is people are still buying and selling everyday! Well trained, motivated agents succeed in any market. Floyd's program will show your agents how to turn obstacles into opportunities and go from excuses to excelling!

We understand the challenges Brokers, Owners & Managers face...with higher expenses, thinner profit margins, tougher competition for market share...my goal is to help you reach your goal!

**Our Graduates On Average
Increase Their Productivity
By 200%**

THE FLOYD WICKMAN
S.M.A.R.T.
PROGRAM

R.S.V.P to Ramona @ 813-383-6995 or RamonaJWilliams@hotmail.com