



Light 'Em on Fire: Best Motivational Techniques to Get your Agents Inspired and Productive

Too many times, we actually de-motivate with our 'motivational' techniques. Here's the latest in motivational techniques that work with today's real estate professionals.

Why do some managers create energy, enthusiasm, and inspiration in their agents, while over managers de-motivate? It's all in the *method*. Managers may not realize that the power lies within them—to create a motivated, energized, enthusiastic team.

Carla Cross shares the secrets to motivating, inspiring, and energizing. She built 2 offices to top productivity and profits in very tough markets, and turned a whole region around using these methods—and you can, too. Plus, you'll have fun and be entertained in this very important session to your future profits!

In this session, you'll learn:

- How to pinpoint how each of your agents is best motivated
- What de-motivates your agents and destroys teamwork—and how to put it back together again
- A simple, effective method of building teamwork while building profits in any market
- The very best overall motivator, and how to use it effectively and creatively to light the fires of motivation
- The six secrets of effective coaching—and why so much coaching gets no results
- Stop training wrong and build your training with three critical attributes so it motivates and gets assured monetary results
- How to get your agents to attend your training—and to embrace technology—at last!
- Change your '80-20' rule for new agent success to 20-80 (80% make it)

You can't influence the market, but you can adopt new motivational, coaching, and training strategies to assure your agents get fired up and produce no matter the challenges!

Included in this presentation:

Complete with outlines with ready to use systems from published books and programs, professionally written. (plus, they'll love you, because Carla provides more value—detailed handouts AFTER the event)

For: Managers, would-be managers, trainers, CEOs

Special equipment: A piano if requested (and available)

Length of Presentation: 1 1/2 to 3 hour session; can be one day interactive workshop

