

# BUYER MASTERY

## Maximizing Your Buyer Business

WORKING WITH THE GREATEST NUMBER OF BUYERS IN THE BEST POSSIBLE WAY

From converting buyer leads to closing the transaction, Buyer Mastery builds the knowledge, skills, strategies and tools you need to work with buyers at every step of the process.



THIS ONE-DAY WORKSHOP WILL TEACH YOU:

- Scripts and dialogues to capture, connect and close with buyers
- The secrets of a successful buyer consultation
- How to plan home tours that will have you selling homes rather than just showing them
- How to bulletproof your transactions to get more contracts to the closing table

### Buyer Mastery (#0721) with Rae Wayne



**3 Continuing Education Credits,**

**Date:** May 21, 2013    **Time:** 9:00 am — 5:00 pm

**Location:** Omaha Board of Realtors, 11830 Nicholas Street, Omaha, NE 68154

**Registration \$49.00**

For registration and questions please contact:

Laurie Eisenmenger at

402-778-1212 or [lj.kellerwilliams@gmail.com](mailto:lj.kellerwilliams@gmail.com)



Rae Wayne entered real estate in 1986 and joined veteran agent Judy Sheller in 1990; together they branded and built "The Bizzy Blondes," one of the most successful real estate partnerships and teams in the nation. They ranked among the Top 100 Realtors in the nation for over a decade with sales volume \$80 to \$100+ Million, and in the Top 10 for Keller Williams from 2001—2007. Today, with over 20 years of experience in selling real estate and managing a team, Rae is also a national speaker, trainer, and private Real Estate Coach.



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