



Make This Sale Now

Mastering Intention and Communication in Commercial Real Estate

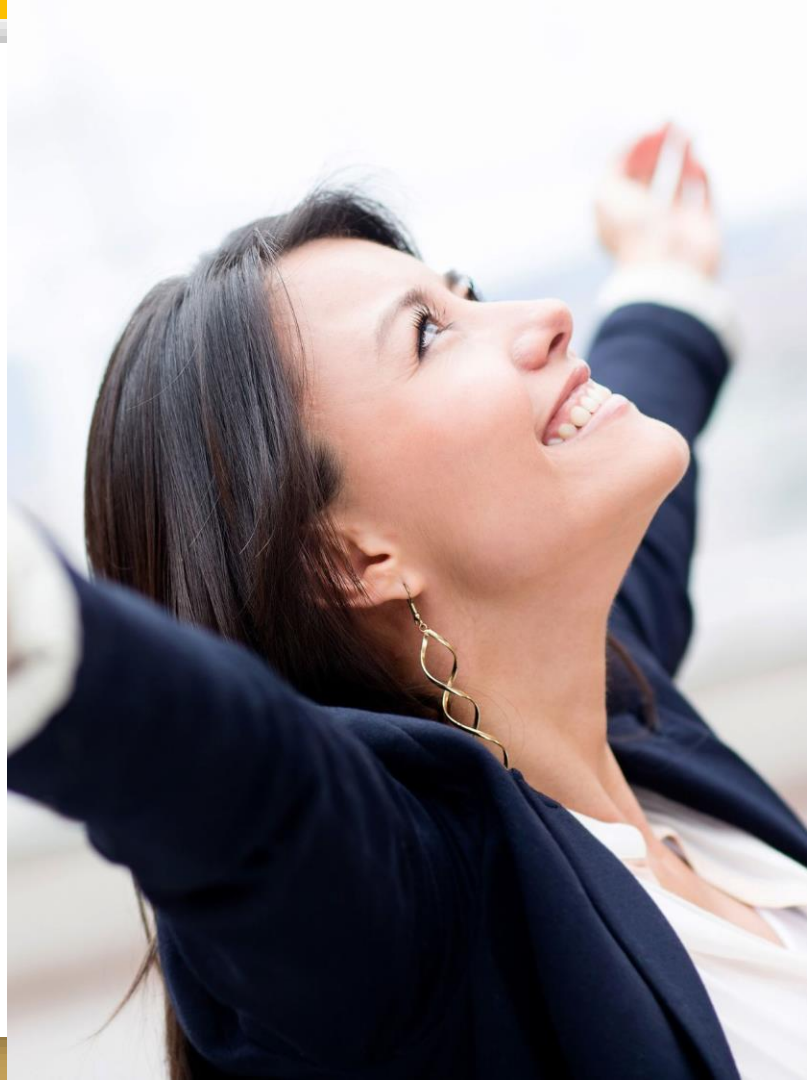
Introduction

- Understanding the power of intention in real estate
- Why clear declarations matter
- Unleashing your potential with intention
- Overcoming self-imposed limitations



Command Yourself Forward

- Help prospects discover compelling reasons to list
- Demonstrate the unique value you offer
- Being prepared for questions, comments, and concerns
- Preparation as the key to success



From Difficulties to Success

- Overcoming the struggles of starting a real estate business
- Fighting against self-doubt and competition
- Changing thoughts, actions, and habits
- Working through challenges for growth



Effective Communication Skills

- The importance of communication in real estate
- Tuning your thinking for success
- Balancing communication skills with mindset
- Unlocking your true potential



Work Intentionally and Directly

- Declaring your intentions for prospecting and negotiation
- Being clear about your goals
- Commanding yourself to perform at your best
- Embracing daily practice for improvement



Listening to Your Subconscious

- Recognizing when sales techniques need improvement
- Self-reprogramming and skill development
- Embracing the power of practice
- Unleashing your true potential



Practicing for Success

- Top agents and the art of practice
- Mastering conversations, property situations, and negotiations
- Committing to ongoing improvement
- Taking your results to the next level



Taking Action

- Are you willing to make it happen?
- Embracing the journey of growth
- Committing to self-improvement
- Achieving success in commercial real estate



Conclusion

- The power of intention and communication
- Putting it all together for success
- Unlocking your true potential
- Become the agent of choice



IMPORTANT INFORMATION

This information is prepared as general training information for commercial real estate practitioners globally. No part of this material may be regarded or relied upon as legal or specific advice for individual situations. Although all care has been taken in the preparation of this material, recipients:

- Must not alter their position or refrain from doing so in reliance upon this material; and*
- Are urged to seek independent legal advice with respect to the matters traversed in this material; and*
- Are urged to undertake further studies into legislation and practices that apply in their location.*

This is another quality resource from the Commercial Real Estate Training Online Series. Contact us below:

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