



# Presents

## OPTIMISM 101– THE POWER OF POSITIVE THINKING

Victoria Feldman’s *The Heart of Real Estate Series* integrates practical, skill-building methods with Co-Active Coaching exercises designed to look at our lives and careers from different perspectives, making our choices much more meaningful and developing our own unique styles as REALTORS®

This workshop will be:

- ▶ Interactive
- ▶ Role-playing Exercises include:
  - ~ Floor Calls      ~ Walk-ins      ~ Open Houses
- ▶ How to convert prospects in less than 5 minutes using the 3 Levels of Listening techniques.

*Victoria holds the record at Alain Pinel Realtors-Carmel for floor/walk-ins conversions. “80% of my business was the result of floor calls and walk-ins. It’s not luck, it’s communication”.*

**THE FOUNDATION OF THIS WORKSHOP WILL BE BASED ON THE LAW OF ATTRACTION AND HOW IT EMPOWERS US IN EVERY AREA OF OUR LIFE IF USED PROPERLY.**

- ◆ **ASK**– Manifest a real estate career that inspires us to a whole new level of confidence, passion and purpose. Ask that your income be proportionate with the impact of your contribution. The power of ASKING begins with a spacious mind and open heart.
- ◆ **BELIEVE**– Focus on prosperity. Imagine being sent clients that have been hand picked just for you by the Universe. Imagine serving with joy. Imagine depositing commission checks for exactly the amount of money you need to feel fulfilled, happy and valuable.
- ◆ **RECEIVE**– Gratitude and Appreciation is key. We must remember to say Thank You once we are given what we have asked for and believed would be ours.

☆☆☆☆☆☆☆☆

Wednesday ~ April 25, 2007

1:30 p.m. to 3:30 p.m.

\$20.00 MCAR MEMBERS ~ \$25.00 NON-MEMBERS

Will be held at

MONTEREY COUNTY ASSOCIATION OF REALTORS®

Conference Room

202 Caled Del Oak Place

Del Rey Oaks, CA 93940

Phone: 831-393-8660 ~ Fax: 831-393-8669