

Beaufort SC Real Estate Database Strategy Training

Tuesday December 8th in Beaufort South Carolina

Your Habits Serve your Clients Best - Energize your contacts through Diligent Systems and Thoughtful Habits!!!

The Brokers of Exit Realty in [Beaufort South Carolina](#), [Greg and Shelia Bennett](#), are holding a Real Estate Training on Database and Contact Management Strategy Tuesday December 8th; Going beyond understanding to actual day to day doing!!! ([PDF Flyer](#))



The training is designed to assist REALTORS devise the right strategy and help them use the right tools and habits to stay in touch with their customers. Let's agree that tools are as good as the user's knowledge but more importantly their diligence, consistency, and repeated tireless approach...

The Real Estate Business is a Referral Business and any strategy that helps Professionals stay in touch with their clients, old and new, creates the conditions for success... So are you all over the place with your to-do list, your tasks, worse your emails?

Did you know that the biggest complaint our customers say about us is "We do a poor job staying in touch with them..." – We must not only create the conditions for communications but have the tools that satisfy and cause our clients to recommend us...

If you are using Outlook, and/or a similar Database Management System this is the training for you... worse if you are using the contact manager in your phone and getting nowhere – then definitely this training is for you!!!

Location: [Beaufort County Association of Realtors](#) at 22 Kemmerlin Ln, Beaufort, SC 29907-2709 (Technically Lady's Island) - (843) 525-6435 - Hosts: Greg and Shelia Bennett of [Exit Realty of Beaufort](#) - (843) 521-2022.

Date: Tuesday, December 8th, 2009 – 9:30am (please start arriving at 9am)

Duration: 5 hours – ample breaks will be offered.

Cost: \$75 (BONUS: if we get the participation of 15+ Agents the Brokers have requested that I bring down the fee to \$59 - so invite your EXIT Colleagues and let's all benefit!!!)

(Please make checks payable to: Key Yessaad and hand them to your broker. I asked them to hold the checks until I have delivered the training.)

(If you are not an agent with Exit Realty in Beaufort and wish to attend please call Shelia Bennett at 843-521-2022 to make arrangements – All my Trainings are by Brokers' Invitation Only – Thank you!!!)

My Commitment: To un-shackle you from your distorted relationship you have with Technology and help you create the conditions of success with your Clients.

Course Description: (please read what follows to understand the intention of the course.)

Real Estate Database Strategy

How to stay in touch with Clients and Convert Sales!!! Outlook, eMail, Contact & Database Management... (The Necessary Real Estate Habits!)

Successful Real Estate Professionals understand that the business of Real Estate is the Business of People - in other words **The Referral Business**. Unfortunately most Realtors are lost in a mountain of Data and don't know how to use the tools of organization that actually produce results... Remember it is our job to stay in touch with our current and past clients... (NOT theirs...)

This course focuses on the Technology side of this undertaking... this is an illuminating Training Session for many Real Estate Professionals and is driven by proven how-to skills that will unleash your creativity to stay in touch with your clients.

You will learn:

1. What is a Database? In Fact what is a good Real Estate Database?
2. How to work Internet Leads and convert?
3. How to use email productively? (The Nuts & Bolts of the Class)
4. How to tame your Emails?
5. How do I handle Contacts and why? (Must Learn!!!)
6. How do I become a Better Decision Maker? **(You'll love this?)**
7. Why am I drowning in emails and how to rescue myself?
8. What are substitute products to Outlook and how do I decide?
9. How about portable devices – what should I keep in mind?
10. Cool Tips and Tricks to become a savvy Outlook User – They are really nifty!
11. **BONUS: For those of you who have attended my Web and Blogging Strategy Training I will spend 1-hour on review, re-focus, and strategy for 2010...**

I consider this class a Strategy Class not just a How to Class - so for you guys with Personal Assistants you may want to consider showing up and bring your assistant! If you understand the strategy you will be able to help your Assistant assist you in the implementation.

["If you go to work on your goals, your goals will go to work on you. If you go to work on your plan, your plan will go to work on you. Whatever good things we build end up building us."](#) - Jim Rohn

Real Estate Internet Marketing and SEO Trainings by Key Yessaad - Your Search Engine and Google Mentor



[Real Estate Internet Strategy Training](#)



[Real Estate Blogging Strategy Training](#)



[Real Estate Database Strategy Training](#)



[Real Estate Social Networking Training](#)



[Real Estate Web Advanced Training](#)



[Key Yessaad Training on Internet Marketing](#)

Testimonials from Previous Trainings:



"Incredible, barely describes the level of expertise of Key Yessaad.

I have personally met with web designers, programmers, IT gurus, etc. Their combined knowledge doesn't even equal the holistic approach of Key's understanding of the web.

I have spent tens of 1,000s of dollars for the "perfect" website and lead capture systems, with poor results. After attending a 4 hour Blog training session with Key, I posted 2 Blogs and was on page 1 of Google in position 1,2 4 and 6 and had 2 sellers contact me within 72 hours

." - **Greg Bennett - CEO EXIT Realty in Beaufort SC.** - [Beaufort SC Real Estate](#)



"Key not only shows you how the internet and Goggle work, he also teaches you everything you need to know to start building Goggle visibility for your web-site. Every class has an action plan for the student to implement. The methods and techniques are valid and verifiable. The potential power of understanding and implementing the strategy is unlimited. [read more...](#)" - **Joe Nester - Broker/Owner Exit Agapé Real Estate Services.** - [West Columbia SC Real Estate](#)



"Thank you so much for offering this training on web strategy. It is great to see your passion and enthusiasm. I would recommend any agent that has the time and energy to invest in their web strategy and their business to sign up for the next class available with Key. In fact I would recommend it sooner than later because one day soon Key will figure out the info is near priceless and he might try to charge what it is worth! (Ha Ha) You can pay thousands to the big SEO companies or you take the classes offered by Key and do it yourself." - **Jason Jacques, Broker/Owner of Exit Realty in Brevard NC** - [Brevard NC Real Estate](#)

Real Estate Training Database Strategy

Your Habits Serve your Clients Best!!!

EXIT
Exit Realty of Beaufort

GREG & SHELIA BENNETT

Beaufort SC Tuesday December 8th

Web Link: [Beaufort SC Real Estate Database Strategy Training Tuesday December 8th 2009](#)

PDF Link: [Beaufort-Real-Estate-Database-Strategy-Training.pdf](#)

Exit Beaufort Web Link: [Beaufort Real Estate Database Strategy Training Tuesday Dec 8th 2009](#)

Wordpress Real Estate SEO Blog: [Beaufort SC Real Estate Database Strategy Training Tuesday December 8th 2009](#)

Realtown Real Estate SEO Blog: [Beaufort SC Real Estate Database Strategy Training Tue December 8th 2009](#)

Beaufort SC Real Estate Training, Beaufort SC Real Estate Database Training, Beaufort SC Contact Management Training, Real Estate Training, Real Estate Web Trainer, Real Estate Web Strategy Training, Real Estate Database Strategy, Exit Realty, Real Estate Internet Strategist, Beaufort SC Real Estate, Real Estate Blogs.



Key Yessaad – [Real Estate SEO Trainings](#) and [Internet Strategies](#).

To train, motivate, and coach Real Estate Professionals triumph is my passion. I specialize in training Realtors to compete online and understand the key elements of [Real Estate SEO](#). My Trainings and Internet Strategies intersect in my seminars with powerful ideas and Plans of Actions that produce results. Google or call me **(910) 538-6610** and let's discuss how I can help your Agents climb the Google Tree of Success. I can tailor my [Real Estate Seminars](#) to the level of sophistication of your agents and I promise they will leave inspired and will produce results!!! Read some of the [Realtors Testimonials](#), [Posts on a Greater Town Board for Real Estate Internet Marketing Ideas and Trainings](#).