

Charleston Real Estate Database Strategy Training

Tuesday September 15th in Mount Pleasant South Carolina

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

The Brokers of [Exit Realty Charleston Group](#), [Ann Marconi](#), [Andy Ackerman](#), and [Kathy Rawers](#) are holding a Real Estate Training on Database and Contact Management Strategy on Tuesday September the 15th; Going beyond understanding to actual day to day doing!!!



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: Exit Realty Charleston Group - [Mount Pleasant Office](#) – 613 A Long Point Road, Mount Pleasant, SC 29464 - (843) 849-7778

Date: Tuesday, September 15th, 2009 – 9:30am (please start arriving at 9am)

Duration: 5 hours – ample breaks will be offered.

Cost: \$59 (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.)

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. And much much more...

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 Trainings by Key Yessaad - The Google Master



[Real Estate Internet Strategy Training](#)



[Real Estate Blogging Strategy Training](#)



[Real Estate Database Strategy Training](#)

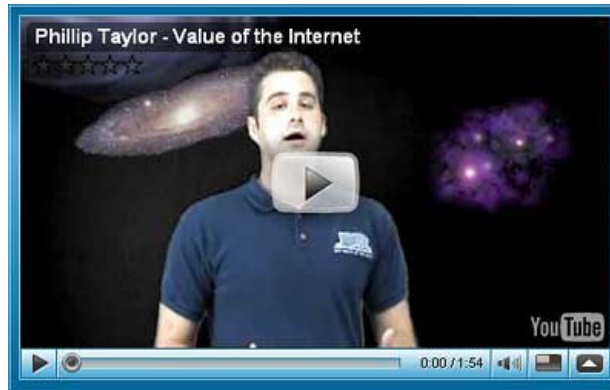


[Real Estate Web Advanced Training](#)

Testimonials from Previous Trainings:



Phillip Taylor of Exit Realty of the South in Nashville Tennessee has a very creative mind. Philip placed on Facebook this YouTube Video and truly made my day. I am so glad [George Styron](#) invited him to attend as well as his Exit colleagues in Nashville - it was truly a fantastic training day!!! Thank you George.



[View Phillip's YouTube Testimonial](#)



"I attended the web strategy training with Key on Tuesday the 14th of July and the content and method of presentation was phenomenal, but I was totally sold when after following his steps, I got the first 5 returns out of 10 on page 1 of Google. That is 50% coverage on page 1 of the search engine that has over 72% of all search traffic, AMAZING. All I did was I can't tell you! You have to join EXIT and take the course so Key can get your mind right for the Google Juice."

Thanks, you have brought many things into perspective for me in Real Estate. I will stop the unproductive and focus on the productive again." - **Mike Grumbles - CFO EXIT MidSouth Realty in Tennessee.**



"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.**



"Dear Key, I wanted to let you know that your training has impacted my business's GOOGLE visibility tremendously. I attended two of your trainings and APPLIED everything you taught with the result that I am now dominating my local area on Google searches.. I'm actually taking the first TWO pages.. I have spent the last 2 years in total frustration at HOW TO DO this, and when you came to Franklin, you brought "THE LIGHT with you! Thanks Key for sharing this knowledge, I look forward to more "skull sessions" in the near future.. If you have students "IN DOUBT", have them Google: john becker bald head, or Franklin nc real estate .. let the magic begin! Key, I also wanted to thank you for making this training AFFORDABLE to ANYONE who wants to learn this aspect of web marketing. I've seen so many other "web trainers" who charge astronomical fees with less than satisfactory results." - **John Becker / Bald Head - Franklin NC. Attended Real Estate Web and Blogging Strategy Trainings.**

Web Link: [Mount Pleasant Charleston SC Real Estate Database Strategy Training Tuesday Sept 15th 2009](#)

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



Key Yessaad – Real Estate Trainer & Internet Strategist.

To train, inspire, and coach Real Estate Professionals succeed is my passion. I specialize in training Realtors to compete online. 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](#). Follow [Real Estate Internet Marketing](#) and Key on Facebook!