



**Millennials, Gen X, Baby Boomers and Matures ...
Meeting the needs of the different generations leads
to stellar service and successful transactions!**

Today's market and today's buyers are diverse and multidimensional. Stop treating all buyers the same in your marketing and communication. Learn how to tap into generational markets to increase profits. As a real estate professional, your business depends on your ability to connect and communicate with clients of all ages (sometimes with their family and friends). Bottom line is that the more you know about your clients and customers, the more successfully you will meet their needs.

CLASS FOCUS:

- Learn which technology tools work best in communicating with each of your clients.
- Discover what motivates your clients and customers to make a decision and what you can do to help them in the process.
- Tips to overcome objections, set realistic expectations and deliver results.
- Examine strategies to connect, communicate, market & network to reach buyers.

REGISTER TODAY!

WWW.AARONLINE.COM/EVENT/E/GB05242018

JOIN US!

May 24, 2018

9:00am - 4:00pm

Registration begins at 8:30am

LOCATION:

Phoenix Association of REALTORS®
5033 N. 19th Ave #119
Phoenix

C/E: 3 Agency

COST:

Members:

\$59 thru 5/20

\$79 after 5/20

Non-Members:

\$79 thru 5/20

\$99 after 5/20

No refunds after 5/17

INSTRUCTOR:

Mandy Neat is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry.