



Certified Residential Specialist

The Proven Path To Success

The Maine Chapter of CRS Presents

Ninja Selling Business Systems Instructor- Mark Given

Monday, October 11, 2010

This course has been developed to supply the student with a self analysis of the business that is available to them, regardless of market conditions. In addition to a self analysis of the opportunities, it provides actual tools and formulas that are used to self analyze, in the classroom, their actual business in today's marketplace. After taking this course, the student will be able to easily keep in touch with their entire database, know what to do on a daily, weekly, and monthly base. From Monday morning activities to life goals, this class provides the benefits of a solid, well planned, real estate career by utilizing the principles of Ninja Selling.

Upon completion of this course, you will be able to:

- Evaluate the 10 sources of business that are already available to you
- Develop an effective program to keep in touch in a simple, easy to use format
- Learn how to speak with sellers and buyers to determine their dominate motivators
- Build the day to day activities to insure your success in effective real estate related activities
- Recognize the benefits of and learn to use a weekly plan that will help you identify customers with change
- Build a 24 point business plan to develop a path that, when followed, will lead to systematic business practices improvement and success

Course Topics: Business Planning, Time Management and Customer Service

Ninja Selling Life Planning Instructor- Mark Given

Tuesday, October 12, 2010

Ninja Selling II builds upon the career- and life-changing ideas from the number one real estate company nationwide in average agent production that you find in Ninja Selling I. You'll learn from Council Senior Instructor Mark Given, CRS, about "Self-Image Development," "Getting Your Life in Balance," "Values Clarification," "Writing Affirmations," "NLP"--- understanding your processing modalities, "Goal Setting," "Feature to Benefit Interviewing Process" and "Advanced Time Management."

Course Content:

- Understanding the importance of staying in communication
- Formulating an investment plan to help customers achieve financial independence
- Identifying the major important areas of our lives and how to stay in balance
- Writing new goals and understanding the mental and physiological process
- Identifying productive, indirectly productive and non-productive time

Course Topics: Time Management and Goal Setting



Owner of Mark Given Seminars, LLC and a full-time real estate broker with Wilkie Real Estate, Inc., Mark Given has been teaching real estate courses nationally since 2004. He has trained at the North Carolina Real Estate Convention, the NATIONAL ASSOCIATION OF REALTORS® annual Convention and Mid-Year Meetings.

Given is the elected representative of Region 3 of the North Carolina Association of REALTORS® (NCAR) Finance Committee and serves on the NCAR Board of Directors. He was the 2004 and 2005 President of the Roanoke Valley Lake Gaston Board of REALTORS®, served as Dean for North Carolina Real Estate Educational Foundation, and was in the 2004 class of Leadership NCAR.

Before launching his real estate career, Given spent 20 years as CEO of a multi-state retail sales and rental company and frequently spoke at national conventions about sales and marketing techniques.

On many weekends, Given performs with his five children in their musical group "Boys Club and a Babe." They can be heard on oldies and beach music radio stations from Pennsylvania to Florida. Mark joined us in Maine in 2009 and was very well received!

Where? Atlantic Oceanside**
19 Eden Street
Bar Harbor, ME 04609

Mail, Fax or E-mail Registration Forms to:
Maine Chapter of CRS
6 Cushman Street
Augusta, ME 04330
(207) 622-1234 / Fax (207) 620-7272
tlapierre@midmaine.com

When? October 11 & 12, 2010
8:30 - 5:00 each day

Who? (About yourself)

Name

Company

Address

City, State/Zip

Phone

Fax

E-mail

Registration Fee: Before August 1, 2010 - \$325 for both or \$165 for one (Includes Lunch)
After August 1, 2010 - \$350 for both or \$175 for one (Includes Lunch)

Please indicate which courses:

- Monday, October 11-Ninja Business Systems
 Tuesday, October 12-Ninja Life Planning
 Both

Please indicate preferred method of payment:

- Credit Card (Visa or MasterCard)
 Check enclosed

Make check payable to: the Maine Chapter of CRS

Account Name

Account Number

Exp. Date

Signature

No refunds for student course cancellation

****A block of guest rooms are available at the Atlantic Oceanside at a group rate of \$134. Rate is on a first come, first save basis. To make individual room reservations, attendees should call the Atlantic Oceanside Hotel's reservation office at 800-336-2463 (<http://www.barharbormainehotel.com>) and request a room from the Maine Chapter of CRS block. The deadline on the room block is August 10th, so please reserve your room asap. You will be asked to secure the reservation with one night's deposit.**