

# PRESENTATION TOPIC HISTORY



## BROKERAGE AND FINANCIAL RISK MANAGEMENT

### **Small Cap Commercial for Residential Agents**

Residential and commercial transactions have different purposes, processes and predictability. Every element of the deal from negotiation strategy, buyer motivation, law, and contracts are completely different. Learn key elements commercial transactions to ensure your clients are receiving quality small cap representation.

### **Mortgage Protection**

This isn't about insurance. It's about MATH...and insurance. You helped your clients acquire their home, you can empower them to NEVER lose it, no matter what the crisis....eventually that means another sale or two or three for you.

### **Embrace Your Quirks! It Works!**

The craftsmanship of credibility is unique to each niche market. Discover how to leverage your authenticity instead of employ marketing gimmicks or pay for artificial reputation architecture. Authenticity in branding is indisputable and unforgettable. Discover, refine, and launch yours.

### **Compelling Counter Offers**

Why not turn your next counter offer into a valuation dispute? A counter offer is easily denied or ignored. Disputing a property's value with substantiated data produces facts that cannot be ignored or denied and will likely alter the perspective of the other party and change their position on price, in your favor. Now that's how business gets done.

## **Economics of Organization Security**

Once the physical crisis ends the financial crisis commences. This presentation explores the reality of insurances, the monetary facets of reputation and social consequences. Learn how to position to weather the financial storm and ensure your business thrives before during and after a crisis.

## **Expedited Transition to Commercial Markets**

A small number of agents successfully transition to commercial service as 12-18 months of saved income is recommended and very few can sustain themselves for that length of time. My agents average their first commercial close in under six months and \$24,392 as their first net commission earned. Discover if my methodology suits you!

## **Social Responsibility Brilliance**

Executive board volunteerism is expensive, volunteerism is time consuming, financial contributions to the community could be allocated to marketing dollars. Social responsibility makes you shine inside and out. Learn how to leverage your social contributions to enhance your relationship with the community.

## PHYSICAL RISK MANAGEMENT

### **Aligning your Practice with your Purpose**

Your performance on the range and the performance required of you in a defensive encounter are likely polar opposites. Explore practice methodology considerations and understand how to enhance your real world defensive performance through your practice.

### **Evaluating Your Subject Matter Experts**

Your instructors are very likely to be a key element in regaining your freedom after a self defense shooting. Learn how to choose wisely. How much training do military and police officers receive in civilian defense based handgun training? How are defense industry certifications created, monitored, and validated?

## **Military/Para Military Transition to Private Sector Roles**

The intensity of life or death stakes modifies an organization's culture. Many officers struggle to obtain or maintain employment due to a culture clash and lack of soft skill alignment. Get insight from a team leader in the private sector that has assisted thousands of officers in successful transition.

## **Critical Conversations: Concealed Carry Clarity**

What's right vs what's best for you and your family. Examine a real few case studies, sort through myths versus facts in CCW law, and learn how to protect your lifestyle and quality of life from the devastating events that follow a self defense incident.

## **Realtor Proctology**

It is totally normal to meet a new person in a dark abandoned building you've never been to before in a desolate area with no cell service...right? Yes, actually, in this business it is. Learn how to position yourself to be a harder target, minimize your risk, and use force when necessary.

## **Nanny. Caregiver. Protector.**

Expect your child to be safe with your domestic staff? It isn't possible if they aren't properly trained! Discover how to turn a caregiver position into a protection centric responsibility. Trips to the movies, parks, home invasions, it's your nanny that is on the front lines protecting your child. Let's equip them.

