

# Developing A Marketing Strategy - Call Reluctance & Prospecting

## Developing A Marketing Strategy



Mon Jan 27, 2020  
10:00am to 1:00pm EST



Re/Max Premier  
1827 Powers Ferry Rd. Ste 11-150 - Atlanta, GA

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## Understanding Your Real Estate Business

“The thick-skinned fearlessness expected in salespeople is more fiction than fact. It turns out many salespeople are struggling with a bone-shaking fear of prospecting. This fear tends to persist regardless of what they sell, how well they have been trained to sell or how much they personally believe in the product/service they provide.”

This class will help layout a plan to kick-start your prospecting and get you in gear with your sales goals for the year!

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