

# Developing A Marketing Strategy - Call Reluctance & Prospecting

## Developing A Marketing Strategy



Tue Oct 24, 2023  
1:00pm to 4:00pm EST



Columbus Board of Realtors  
2512 Warm Springs Rd - Columbus, GA

Register At [www.AmericanREU.com/classes](http://www.AmericanREU.com/classes)



## 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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