



The CCRA  
Training Academy *Presents.....*

# Agent Productivity Workshop

**September 23 & 24, 2010**

**Registration: 8:30 am**

**Class: 9:00 am to 4:00 pm**



**Central Carolina Realtors® Association**  
**1717 St. Julian Place**  
**Columbia, SC 29204**



**Dan Black**, National Trainer, Coach and  
Keynote Speaker, looks at the real challenges  
we face and what it takes to grow and prosper  
today's market.

- **Work Smarter not Harder!**
- **Convert inquires to real Appointments!**
- **Immediately weed out Lookers from Real Buyers!**
- **Take Saleable Listings in one Appointment!**
- **Use effective Pricing Strategies to get the Seller to price it right every time!**

To Register:

Email Bobbi Scott: [bobbi@centralcarolinarealtors.com](mailto:bobbi@centralcarolinarealtors.com)

Or Call 803-771-8852