

**Opening, Closing and Negotiating More Sales
with Roland Nairnsey, the New Home Sales Specialist!**

During this dynamic, interactive and entertaining program world renowned new home sales trainer and sales coach Roland Nairnsey will teach you how to open the sale with specific discovery questions and strategic listening skills. Close more sales with proven closing processes and in a market where Negotiating is occurring learn how to control the sale by negotiating from strength using the secrets of the masters.



Opening the Sale:

- The essential Discovery Questions,
- Assertive listening skills
- Recognizing customers Hot Buttons.

Closing the sale:

- Three Essential Closing Processes that will make you more sales and more money!

Negotiating the Sale:

- 8 Top Negotiation Strategies, to help you defend your builder, make more sales and create a win-win. Plus one value added negotiation secret!

TSMC Breakfast

Wednesday, March 21, 2012

Brier Creek Country Club, 8:15 am

**\$20 Pre-Registered TSMC Members before March 18; \$30 after March 18
\$30 for Guests & Walk-ins**

Name: _____

Guests: _____

Company: _____

Method of Payment: _____ Check _____ Master Card/VISA

MC/VISA #: _____

Exp Date: _____/_____ CSC # (3 digit # on back of card): _____

Name on Card: _____

Billing Street Address: _____ Zip Code: _____

Please fax registration to 919.233.2036 or mail to
5580 Centerview Drive Suite 115 Raleigh, NC 27606

Cancellations must be made in writing no later than Monday, March 19 by noon.

No-shows will be charged for the event. **THIS IS YOUR INVOICE**