

Day Two: Scheduled EXIT Presenters



My Winning Interview Process

Nick Libert, Broker/Owner, EXIT Strategy Realty, IL

Nick will share exactly what he uses to present his company to a prospective agent. Nick's office EXIT Strategy Realty is in the top 5 Brokerages with EXIT Realty.



Are you turning agents on or off in your market?

Ed Andrews, Broker/Owner, EXIT Real Estate Solutions, TN

Ed learned the hard way what not to say to a prospective agent prior to getting to the heart of what motivates an agent to make a switch. Ed's office has almost doubled in size in 1 year.



Let's get social about growing your brokerage

Tashia McGinn, Broker/Owner, EXIT Prestige Luxury Realty, MS

Tashia will explain how to position your office as THE brokerage of choice in your community. She will share what has worked the best for her and give you the tools to duplicate her success. Tashia is adding quality agents to her company weekly.



How to recruit without recruiting

Susan Hamblen, Broker/Owner, EXIT Realty Achieve, NY

Susan is a master at creating a culture that naturally fosters her agents' desire to invite others to join. Susan will be spilling the beans on everything she does to create that winning atmosphere.

EXIT Master Broker Summit



Renaissance Schaumburg Convention Center Hotel, Schaumburg, IL – May 18th & 19th, 2017

EXIT's Master Broker Summit is an advanced Broker Owner Training Course for Regions / Regional Personnel, Brokers, Franchisees, members of management and admins *who have taken Broker Owner Training at least once*

This Summit has received rave reviews in terms of the ability to share best practices of what works and what doesn't! Speakers and topics vary for each course, so no two sessions are ever alike.

Day One: Real Estate Recruiting Coach, Judy LaDeur



If there's one common thread that weaves real estate industry leaders together, it's this: Now, more than ever, recruiting and retention of quality sales associates is vital for continued growth and success.

Judy LaDeur International is an organization committed to developing the strongest skills possible in brokers, managers, recruiters, agents, and team leaders. For more than 20 years, results have always been the element which sets Judy's training and coaching apart from many others. Committed to your success, we work hard to assist you in defining your goals, achieving and exceeding them.

Judy's motto: Committed to Excellence, Proven with Results!

Judy has customized a one day program for EXIT's Master Broker Summit that will focus on getting the prospect in the room, the interview and closing. Be ready to role-play the interview process!

*Special Note: We are in the planning stages for a full 3-day program with Judy LaDeur for EXIT associates only on the dates of September 13th – 15th, 2017 in Chicago – more details to come!
