

# FIRST WEDNESDAY MARKETING WORKSHOP

## TAMING THE DIFFICULT CLIENT

### GAAR Panel of Experts



**Kristina Salcido**  
2017 GAAR Rookie of the Year



**Daniel W. Martinez**  
2017 SWMLS Director



**Michelle Smith**  
2017 GAAR Sales Person of the Year

Join us and explore the different types of difficult real estate clients you will interact with while on the job.

**Wednesday, June 6th, 2018**

**8:30 am - 9:00 am | Networking & Breakfast**

**9:00 am - 10:30 am | Program**

#### Topics to be covered:

- Identifying the Difficult Client
- Types of Difficult Clients
- Exercise Due Diligence
- Real Life Experiences
- Challenges/Solution
- Resources



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