



S O L D



Converting Leads Into Closings

DESCRIPTION:

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This fast paced one-day course highlights both traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience--attraction, first contact, needs analysis, incubation, conversion, closing, and beyond.

WHAT YOU WILL LEARN:

Develop systems for capturing, converting, and tracking leads
Implement customer-focused campaigns that highlight consistent touches via various channels
Integrate technical tools to enhance the efficiency and responsiveness of your lead management
Set priorities for lead conversion and create an action plan for achieving them.



REGISTER HERE!

<https://crs.com/CatalogSearch/CatalogCourseDetail?CourseID=108&pccode=rrc>

04/19/2023

9:00AM to 6:00PM

4121 Wyoming Blvd NE

Albuquerque, NM 87111

Member \$75.00 | Non-Member \$85.00

INSTRUCTOR:

Rich Sands

CE CREDIT HOURS: 8 Hours

CRS DESIGNATION HOURS: 8 Hours

HOST:

CRS NM Committee

QUESTIONS? CONTACT:

Cecilia Chavez

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