

Take One GIANT Leap

to real estate success



mat
steinwede
THE REAL ESTATE SYSTEM

OUT NOW The Mat Steinwede Real Estate System

PrimeEventsNews Dec05

Make 2006 the year you thrive, not just survive!

The real estate industry can be a tough business. Fast paced & ever changing, it can seem such a challenge that for many salespeople the goal is simply to survive!

For others though, the industry is the source of enormous personal & financial success. With effective strategies & techniques, they have managed to achieve rewards that are the envy of people in other industries.

The Complete Salesperson Course is widely considered the industry benchmark for best practice sales & negotiation skills. It is designed to provide you with the knowledge, strategies & research you need to become an industry high achiever.

Over 2 stimulating days, you will save up to 10 years of pain-staking trial and error, by learning from the experts a proven route to the top. Conducted within an interactive workshop environment, the Complete Salesperson Course covers 6 major modules that form the basis of real estate sales.

Learn how to market current listings & sales successes

to generate solid new business leads. Develop powerful questioning techniques to win listings and secure sales. Role play dialogues to overcome objections & manage unrealistic vendor expectations. Generate referrals via exceptional client service & an effective contact system.

Continuously updated in line with developing industry needs, the Complete Salesperson Course will prove you with these valuable skills & more. It is the crucial starting point for any salesperson or principal determined to improve their sales performance. Many attendees return every year to refine their skills & keep ahead of the competition.

So accelerate your results. **Register for the next Complete Salesperson Course on-line at www.primetraining.com.au. Alternatively contact Meloney on (02) 4369 1620 or email sales@primetraining.com.au**



Complete Data

Australia's only custom-built software solution for real estate

Lee Woodward's "Complete Data" is a unique software solution that is already driving some of Australia's greatest real estate businesses. Within a single piece of software, it provides a total solution for information management, transforming traditional paper-based systems into an automated computer-based package.

Complete Data has been cleverly designed to require little computer experience from the operators. It provides systems and strategies to streamline the communications, operations and management of a real estate office to save time and increase the effectiveness of the business.

If you have a burning desire to optimise your agency's performance, **call June at Complete Data today on (02) 4369 1620 or email sales@completedata.com.au for a personal demonstration of the Complete Data solution.**

Prime
training systems & services

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Prime is not responsible for any typographical errors. Products, availability and prices may change without prior notice.

Testimonial

Hi Robyn and Lee,

No doubt you are now in Melbourne and busy on another course, so I will keep this brief.

I just wanted to express my gratitude to yourself and Lee for a wonderful course over the past 2 days. I have only been in the Real Estate Industry for 18 Months and it can be very daunting coming to a new industry and starting from scratch.

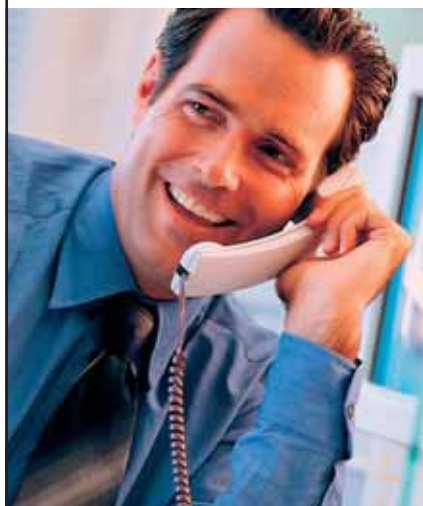
I look forward to our business relationship with Prime and I am sure that Complete Data and your training and guidance will assist my team and our office to step to the next level. We are ready for the challenge.

Warm Regards,

Peter Geraghty

Sanders Jannali Real Estate

Prime Certificate of Registration



Get your real estate career off to a flying start by gaining accredited training in the 91086NSW Course in Property Practice (Real Estate) at Prime Training's Kincumber office on the Central Coast, NSW.

Conducted within an intimate group of 15 over just 4 stimulating days, you will benefit from achieving your qualification under the leadership of one of the industry's most highly regarded trainers, Deborah Gersbach.

To register for the next course, call Meloney at Prime Training on (02) 4369 1620 or register on-line at www.primetraining.com.au.

New Release! The Mat Steinwede CD Collection



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EARLY BIRD SPECIAL - ONLY \$795! SAVE \$200!

Can you imagine being such a high achiever that your current goal is to produce an incredible \$3 million in gross commissions! To achieve that goal you would need to be selling one property every day!

If you think that goal is unrealistic you obviously haven't met Mat Steinwede, widely regarded as Australia's most successful real estate salesperson. Mat has produced over \$2 million in gross commissions already and has achieved the number 1 salesperson award in one of Australia's largest networks for three years in a row.

For Mat, getting to the top of the industry was not a fluke. It was the result of extreme dedication and his personal development of unique strategies and techniques centred around a "What's best for the client" approach.

Now for the first time, you can benefit from Mat's experience and learn how to

implement systems that will immediately improve your sales performance. If you have the energy and drive to succeed, Mat's audio program of 7 CDs will provide you with the strategies and systems you need to replicate his outstanding success.

Covering areas such as prospecting, follow up strategies, managing client relationships, negotiation and time management, Mat's CD collection also contains the invaluable communication templates that earned him the reputation as the "agent that people like to do business with".

So fast track your own performance by learning from the industry's best!
Order your Mat Steinwede CD Collection today for only \$795 including GST and SAVE \$200 off the normal price! To order call Prime Training on 02 4369 1620. This special pre-launch offer is only available until 28 January 2006.

Hottopics Series 5 NOW Released

Hot Topics Series 5: Scripts & Dialogues
Hosts: John McGrath & Lee Woodward
Special Guest: Sam Babilis

"Why are your fees so high?"
"How did you calculate your pricing?"
"Another agent has offered a special deal. Why can't you match it?"

These and many other familiar questions and objections are tackled on the latest Hot Topics Series 5 "Disk 2 - Scripts & Dialogues".

Enjoy the dynamic, passionate interview as some of the industry's most brilliant performers thrash out scenarios to provide effective scripts and dialogues that you can use instantly to reach new levels of success.

Hot Topics is a monthly audio CD program that is revolutionising the way real estate agencies are operating throughout Australia and New Zealand. Subscribe now for only \$395 a year and stay ahead of the field with up to date industry knowledge and research.

Call Robyn on (02) 4369 1620 or email sales@primetraining.com.au to subscribe



Super Coach

- Producing the Industry's Future Leaders

If you've attended the Complete Salesperson Course and are committed to sustaining your performance, you may be looking for personal one-on-one coaching. The Super Coach program is designed to meet this need for individual development within a stimulating discussion group of like-minded professionals.

Conducted in small groups of up to 15 people, Super Coach is run bi-monthly in 4 hour sessions. Participants have the opportunity to raise their own issues, work through scenarios and role play solutions with specialist coaching from industry leader Lee Woodward.

Each of the six annual sessions covers a key component of the industry. You can choose to register for each session at \$500 or the entire program for \$2500 for six sessions. This is the affordable way to receive personal coaching.

Register for the 2006 program now at www.primetraining.com.au or contact Robyn on (02) 4369 1620 or email sales@primetraining.com.au. The first session starts in February 2006 in NSW.