

Join the party all day long in **SALESCENTRAL 2019**



10:30am – 10:45am | Sales Are Something to CELEBRATE!

Group Two and Lasso will kick off a full day of New Home Sales Education.
Mollie Elkman, *President, Group Two*



10:45am – 11:00am | Develop 2020 Sales Vision

Learn about new tools, new tech, and new ways to impress your customers so you can sell like it's 2020.
Mike Lyon, *President, Do You Convert*

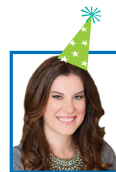
12:00pm – 12:30pm | Sales Central Lunch

Drop by Sales Central for lunch and valuable networking with sales and marketing professionals.



12:30pm – 12:45pm | CELEBRATE the Difference You Are Making in People's Lives!

Learn how to connect with buyers in a way that will enrich their lives for many years to come.
Roland Nairnsey, *President, New Homes Sales Coach*



12:45pm – 1:00pm | 6 Human Needs to Win the Sales

Are you taking the time to forge true connections with buyers? Join us for immediate tactics to build a stronger rapport in order to increase sales success.
Mary Marshall, *President, Forrest Performance Group*



1:15pm – 1:30pm | Smart Heart Selling! Don't Underestimate the Power of the "Personal Connection."

Your presentation and delivery are paramount! You should take it personally... because home sales are personal.
Kerry Mulcrone, *MIRM, President, Kerry & Co*



1:30pm – 1:45pm | Become a New Home Ninja!

Five strategies to advance, compete, and win in a down and competitive market.
Quint Lears, *MIRM, Producer and Host, NewHomeSales.com*



3:00pm – 3:30pm | Re-Defining Sales Success: Learn From the Experts

A fast-paced, info-loaded, caffeine-fueled discussion that you won't want to miss.
Ronda Conger, *Vice President, CBH Homes*

brought to you by:

