



## Agent Inner Circle Course Offerings

### **How To Multiply Your Sales Without Prospecting**

Tired of chasing leads and wondering where your next deal is coming from? There's a better way to do business and it's working by referral only! Just ask the thousands of agents producing incredible results who generate 100% of their business from past clients, friends and family. In this class you'll learn exactly how these top agents produce a 6-figure income by using a simple strategy to work a small number of contacts that are motivated, close reliably, and refer others just like themselves. You won't want to miss this opportunity to learn what some agents have hailed as - "the single most important thing I've done to increase business!"

### **Gaming the System: Your Guide to Social Media**

Join internationally renowned speaker, Alex Camelio, as he shows you how to "game the system" that is social media. Between Facebook, LinkedIn, Twitter, Pinterest and Instagram, social media can seem overwhelming. However, focusing your efforts in the right areas, and knowing the secret "ins and outs" can make social media work in your favor without having to invest a lot of time. Learn the best strategies and hidden gems for all of the major social media platforms. Don't miss this chance to implement time-saving techniques now (because let's be honest, you know you need to)!

### **Old-school vs. New School: Marketing For Results**

For the last 40 years, the top marketing experts in the world have used the same secrets to market their products and make Millions, whether they're using old tactics like print marketing, or the newest social media strategy. Join marketing expert, Alex Camelio, as he covers the core concepts any REALTOR can use to increase their return, whether they're implementing old methods or new technology. He'll even cover how to automate both old and new, so you can spend your time focusing on your clients instead of chasing business. You don't want to miss this career defining event!

### **The Top 5 Ways Technology Can Ruin Your Real Estate Business in 2021**

In a matter of minutes, a REALTOR's entire business can be destroyed by technology. Today's REALTOR® utilizes many types of technology in their daily business: computers, mobile devices, the Internet, cloud-based tools, social media, messaging/communication platforms, and more. However, if these tools are used without the proper safeguards in place, an agent, their company, and the consumers they serve can suddenly be in vulnerable positions. In the current world of viruses, malware, social engineering, identity theft and more (all of which are growing at

alarming rates), this is especially concerning because often the real estate agent is collecting and storing clients' personally identifiable information- if something goes wrong and information is stolen- the agent is at fault. Our goal in this course is to educate you and assist you in educating your clients about protecting sensitive information while using technology safely.

### **The 3 Pillars of Every Real Estate Business**

Ever get tired of doing the same thing, day in and day out, and think there might be an easier way? There is - and it starts with implementing systems in your business. Every REALTOR has 3, and only 3 ways to generate business:

- 1) You can go after cold leads and nurture them
- 2) Use your existing clients to generate more business
- 3) Work your "power list" of the people that know, like and trust you

This course will cover the inside secrets of how the Direct Response Marketing masters use all 3 pillars to grow their businesses... and how YOU can learn to do the same without investing a ton of time or money. This is a can't-miss session that can help you build your business and place you on the fast track to more sales, and a consistent practice (no more 'dry spells!').

### **Generate Referrals with Online Reviews**

How often do you encourage your clients to leave you a testimonial and rate your services? Studies have shown that 80% of consumers will trust online reviews as much as personal recommendations. In this session you will learn how to build a system for generating more reviews and referrals from your sphere of influence. Then, we'll cover how to turn these reviews directly into more business. You'll learn a five-step process that you can systemize for working your referrals - and once it becomes part of your routine, you'll be amazed at how well it works, and how easy it is to implement. Most agents aren't using this proven process correctly, so set yourself apart and be one of the few who understand how to leverage reviews into referrals.

### **Building Relationships in an Online World**

Whether you're still working from home or returning to life as usual, building relationships is still the best way REALTORS® can generate repeat and referral business. This revolutionary course will teach you 4 strategies to build lasting relationships with every person in your Sphere of Influence and uncover the 2 biggest mistakes even the most savvy agents make. There's more! We'll also share with you the secret to using "Personal Looking" automation to save time while continuing to reinforce the bonds you've built. Don't miss this career-changing course that will place you on the fast track to more sales, and closer to the dream of working by referral only!

## **Canva Master Class**

Learn how to create Professional Real Estate Marketing without expensive design fees.

Join internationally renowned speaker Alex Camelio as he shows you how to:

- Save time by setting up your Canva account with your branded colors and images.
- Create highly engaging social media posts.
- Design a postcard or letter that gets read and responded to.
- Build a captivating video template you can use over and over again.

... and much more.

*PLUS - Special Bonus: You'll also receive 3 time tested custom templates you can use that day!*

## **Time Saving Master Class**

Work more efficiently and add hours to your life! In this course, Alex Camelio will cover their best strategies for saving time in your everyday business. These are strategies they use every day to save time and get more done.

The course will include Tips, Tricks & Tools to:

- Take control of your day with our advanced scheduling hacks.
- Manage your Email with ease so you're never overwhelmed.
- Work more efficiently using our best computer and phone tricks. (Including our Top Apps.)
- Reclaim your time and spend it enjoying yourself or adding income to your bottom line... and much more.

*PLUS - Special Bonus: Time Saving Cheat Sheet*

## **How Social Media Can Get You in Trouble with the Law & the Code of Ethics**

Did you know the 1st Amendment does not grant you the right to say whatever you want on social media? In fact, your words can significantly hurt your business and even put you in legal trouble that could threaten your real estate license. In this course, we'll cover the best practices for posting on social media without putting yourself or your career in jeopardy. You will walk away with an understanding of First Amendment protections and exceptions, social media fair housing violations, financial and legal repercussions, general pitfalls that could injure your business, and how to safely share on social media. Don't let one of the best opportunities to generate income turn into a liability!

## **How To Run a Successful & Engaged Online Community**

Online communities such as Groups on Facebook, LinkedIn, & more have become go-to resources for consumers & businesses for everything from advice and guidance, to connecting with others around the world that have similar interests, passions or professions. In this webinar, Alex Camelio will show you what it takes to run a successful group, and how it can help improve your business and add to your bottom line.

## **How To Generate Buyer & Seller Leads on Craigslist for Free**

Craigslist is one of the world's most popular sites and while most folks in the real estate world ignore it - consumers do not! In fact, Craigslist can be an incredibly effective place to promote your business, listings, and more! In this session, Alex will show you his FREE system for generating a consistent flow of buyer and seller leads on Craigslist!

## **Writing Copy That Works!**

Do you want your Facebook ads, posts, emails or even Sales Letters to perform better?? *Neuro Linguistic Programming* (NLP) is like the How-To Manual for our Brain's Response to language. In short, it's the way in which our brains interpret marketing, and as sales people we can use an understanding of NLP to get a better response! Join Alex Camelio to learn more about this psychological secret that can improve the response you get to all of your marketing campaigns.

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& Schedule Courses for Your Organization**