

Mastering the Powers of the Internet

How to Work Exclusive Real Estate Information

With



Gary Nusca
CCIM CIPS

ICIWorld.com

REAL ESTATE INFORMATION LISTING SERVICE

GLOBAL
REAL ESTATE
NETWORKING
SINCE 1994

"Gary is a true professional very knowledgeable"

Wednesday,
February 20th, 2019.
10:00 a.m.

"Definitely relevant"

The Presentation includes....

- Impact of the Internet on Commercial and on Residential Real Estate
 - Open and Exclusive Listings, A Model that Works
 - Add Content to Your Website that Makes You Money for the Rest of Your Life
 - Powerful Marketing Techniques and Listing Tools
 - Working the Wants, Some of the Biggest Deals Start with the Wants, See Why and How
 - Broker's Biggest Responsibility Regarding Important
- How information identifies people with whom you can do Business
 - How to reach Principals effectively
 - Open and exclusive listings - a model that works
 - Public information versus private information
 - Don't forget the buyers. Work the "Wants."
 - Value added services appreciated by the Public - information handling. Do you have the skills?
 - Powerful features of the Internet
 - Powerful Marketing Techniques
 - Powerful Listing Tools

"Great flow of presentation, use of real examples"

"Great info website on mobile - great"

"Great tool for business"

"It was well worth attending the workshop"

National Real Estate
Information Listing Service



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Founded by: Gary Nusca, CCIM, CIPS
Real Estate Professional Since 1972 Innovator
Connecting REALTORS for \$\$\$ Deals