

# Mastering the Powers of the Internet

## and How to Work Exclusive Real Estate Information

With



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MBA, Broker, SRES  
Multicultural Trainer



Wednesday,  
February 20th, 2019  
12:00 PM

"Gary is a true professional very knowledgeable"

### 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 Information

"Definitely relevant"

"Great info website on mobile - great"

"It covered what I needed to know"

"SO GLAD I CAME"

"Extremely informative, excellent presentation"

"Great flow of presentation, use of real examples"

- 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 tool for business"

"It was well worth attending the workshop"

"Opened my mind to promote myself and my business"

"Great time, well done. Even with years of experience never too old to implement new methods"

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