

# Mastering the Powers of the Internet

## and How to Work Exclusive Real Estate Information

With



ICIWorld.com  
REAL ESTATE INFORMATION LISTING SERVICE

Gary Nusca  
CCIM CIPS

GLOBAL  
REAL ESTATE  
NETWORKING  
SINCE 1994

Join Gary Today at  
1:00 p.m. after  
Master Selling Skills  
Special Event

"Gary is a true  
professional very  
knowledgeable"

### The Presentation includes.....

- Impact of the Internet on Commercial and on Residential Real Estate

"Definitely relevant"

- 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

"Great info website  
on mobile – great"

- Broker's Biggest Responsibility Regarding Important Information

"It covered  
what I needed  
to know"

"SO GLAD I CAME"

"Extremely  
informative,  
excellent presentation"

"Great flow of  
presentation,  
use of real examples"

- 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."

"Great tool  
for business"

"It was well  
worth attending  
the workshop"

- 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

"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