



“ We may not live for hundreds of years, but the products of our creativity can leave a legacy long after we are gone. ”

H.H.Shekha Mohammed bin Rashid Al Maktoum

Best Practices in Real Estate Selling & Leasing

Your active and interested participation in the Sales Training Guide will provide you with the opportunity to realize these personal benefits:

- You will strengthen your professional capacity by developing your ability to organize and communicate your services more effectively to both your clients and your management, and by acquiring standards that you can use to direct, evaluate, and improve your personal sales goals.
- You will enhance your opportunity for personal growth and by developing methods, skills, and tools that will enable you to become more productive and profitable.
- You will derive a greater sense of personal satisfaction from performance of your sales process with clients as you become more proficient in achieving tangible results from your calling efforts.
- You will be able to get more done in less time as you improve your ability to organize and execute your business development responsibilities.
- You will be able to distinguish the best buyers and the best leasers

Trainer: Hiba Jaber

Course objectives:

The Sales Training Guide in which you are about to participate is designed to help you obtain informative tools and insight that can be utilized to help compete in this challenging environment. Implementing ideas and a plan that can be career & income changing, in fact it might even be a life changing experience!

- Focusing on Real estate “instincts” that allow you to make the right decision in these situations doesn’t come over night.
- Like anything valuable it takes time to develop.
- These valuable pointers will cut down on some of that time and will make you more Efficient!
- Everyone dreams of having their own home or apartment, but is everyone capable of buying their own home or apartment?
- You will also have the knowledge, power, and capability to convince end users to lease or buy, because end users will trust your professionalism at your line of work.