



The New Castle County Board of REALTORS® in conjunction with the Delaware Association of REALTORS® is proud to present

# Ninja Selling I

*Approved by CRS for elective credit and 7 continuing educational credits for Delaware, Pennsylvania, and Maryland*

Ninja Selling© is a powerful one day seminar which is modeled after the methods and philosophy of one of the most successful real estate companies in the country. Using unique processes, systems, and dialogs that they have developed, The Group, Co. Inc., of Northern Colorado with 245 partners, averages 44+ transactions per year per agent, without "cold-calling", working with strangers, expired's or For Sale By Owners, and they help each other become wealthy.

In the seminar, participants learn the specifics on:

- Creating Customers for Life
- Getting Referrals without asking for them
- Conducting a 20 step "Pre-Listing" interview
- "Book End Selling"
- Overcoming Objections using "Experiential Questioning"
- Running your business as a business
- Creating Personal Wealth and a Retirement Plan



Mike Selvaggio, CRS, CCIM  
Master Ninja Instructor



Course Fee: \$169.00

Thursday, November 5th, 2009  
NCCBOR Education Facility  
8:30 am – 5:00 pm  
Lunch included

**Attend the October 14 & 15 [DAR Convention](#) and receive a coupon for an in-class drawing.**

***Drawing winner will be reimbursed the cost of the Ninja Selling I Class***

**To register for the November 5<sup>th</sup> Ninja Selling I class, visit: [www.nccbor.com](http://www.nccbor.com)**

Questions? Call 302-762-4800