



"IT'S SHOWTIME !"

Instructor: Leah Brewer, Full House Marketing

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Grand Rapids
Thursday, December 9, 2010
9:00 a.m.—4:00 p.m.
at PMA of West Michigan Training Center
(2675 44th Street SW, Suite 303 in Wyoming, MI)

Kalamazoo
Friday, December 10, 2010
9:00 a.m.—4:00 p.m.
Lower Level in The Radisson
(100 W. Michigan Avenue in Kalamazoo, MI)
PARKING IN RAMP WILL BE VALIDATED



TURN YOUR STAFF INTO STAR PERFORMERS!

- ★ Script a performance in 4 steps
- ★ Enlarge your audience with your own commercial...using your telephone
- ★ Learn 5 actions to a successful phone presentation
- ★ Invest in the skills to turn leads to leases
- ★ "Set the stage" from opening to closing
- ★ Learn improvisation to suit your audience
- ★ Understand Fair Housing laws with an overview of the laws and how they apply to our daily business
- ★ **BONUS!!!!** This session will be followed up with a webinar to revisit hot points from the class! The date and time for the webinar will be determined during the class.



Members: \$139 Non-member: \$164

Sorry, no refunds on cancellations received after December 3, 2010. No shows will be billed.

This workshop is a MUST for all leasing advisors and recommended for your entire on-site team including administrative, management and service staff.

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REGISTRATION



Company Name

Street Address, City, State, Zip

Phone

Fax

E-mail address

Please List Individual Names Attending:

Location (Grand Rapids or Kalamazoo)

Fax to 616-257-0398 or e-mail attendees names to info@pmawm.com
Call 616-531-5243 or Toll-Free 866-989-9800

Mail payment to: PMA of West Michigan, 2675 44th Street SW, Suite 303, Wyoming, MI 49519