

# “It’s Showtime!” Leasing and Fair Housing Workshop

Presented by Leah Brewer, NALP, CAM ... *the Leasing Queen*

[www.FullHouseMarketing.com](http://www.FullHouseMarketing.com)

Friday, May 6, 2011

9:15 a.m. - 4:00 p.m.

Registration and Continental Breakfast 8:45—9:15 a.m.

Training Center at M.J. White and Son

22655 Heslip, Novi, MI

Located on the N. side of Nine Mile east of Novi Road

*Continental Breakfast and Lunch plus Certificate  
compliments of our session sponsor:*

**rentlinx**  
The Rental Housing Multi-List



## TURN YOUR STAFF INTO SUPERSTARS!

- ★ Script a perfect 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
- ★ Master easy-to-use closing questions to use throughout your presentation
- ★ Understand Fair Housing with an overview of the laws and how they apply to our daily business

**Only \$149 per attendee\***

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

## Comments From Previous Attendees ...

*“It was nice coming to a seminar that wasn’t one-sided; very interactive = FUN!” - B.A.*

*“Very interesting and covers basic leasing skills.” -J.P.*

*“Thank you for taking the time out to teach me Showtime. You made me laugh and learn.” -P.G.*

*“12 years in the business and I still get new ideas at these workshops.” -T.B.*

*“Leah is a great presenter who does a good job of identifying and meeting her audience’s needs.”  
-Anonymous*

*“This class is a must!” -R.A.*

*“I thought it was great and loved the group interactions.” -J.B.*

### Reservation

Please sign me up for the Workshop

Attendee(s) \_\_\_\_\_

Apt Community/Mgmt Company \_\_\_\_\_

Address: \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail: \_\_\_\_\_

Please indicate method of payment. Payment is due prior to workshop attendance. \*No-shows will be billed

Check enclosed.  Payment will be made on day of event.

Please charge my credit card (a 5% convenience fee will be included): Visa, MC, Discover (circle one)

Account # \_\_\_\_\_ Name as it appears on card: \_\_\_\_\_

Signature: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Fax to Full House Marketing® at 248-474-4659, call 248-474-3009 or email [Beth@FHMmail.net](mailto:Beth@FHMmail.net)  
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