



# "IT'S SHOWTIME !"

Instructor: Leah Brewer, Full House Marketing



**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)**

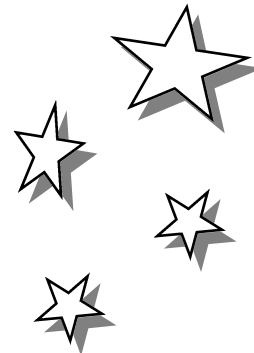


**Kalamazoo**  
**Friday, December 10, 2010**  
**9:00 a.m.—4:00 p.m.**  
**Sol World Café in the Radisson**  
**(101 W. Michigan, Kalamazoo, MI)**



## TURN YOUR STAFF INTO SUPERSTARS!

- ★ 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
- ★ 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



**Members: \$125 Non-member: \$150**

*Sorry, no refunds on cancellations received after December 4, 2009. 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.**

Generously Sponsored By:

### REGISTRATION



Company Name

Street Address, City, State, Zip

Phone

Fax

E-mail address

**Please List Individual Names Attending:**

**Location (Grand Rapids or Kalamazoo) circle one**

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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