

Wednesday, 13 March 2019

**“Best training our team has done in a long time!”**

When I first booked my sales team into this course, I was met with some stiff opposition and resistance from my staff regarding doing this course. My most senior salesperson, 18 years on my team, thought I was wasting money and time when he felt he could be far more productive elsewhere.

**What was the result having completed this five-week course?**

Thankfully, my decision to book my entire sales team into the course turned out to be the right one. Five weeks later I am very happy with the way the team have gone out of their way and applied this training program to grow our business!

**My senior salesperson has now become an advocate of Ken’s approach** – he is the one member of the team who has truly embraced Ken’s training program and is actively implementing what he has learned on the course.

Each week they have each looked forward to Ken's training sessions. Some of my team have even watched each video lesson several times and more importantly are applying Ken's approach to using our past successes to the marketing of our business.

**Over the past five weeks, Ken's online course has created a positive buzz in the office.** We have now finished the course and my team have started gaining value already as they implement Ken's techniques in the day-to-day building of our business.


This course shows you how to promote your business so that you present your unique point of difference in a market where most agents are promoting themselves with a similar pitch. You are shown step-by-step how to develop and deliver an appraisal presentation which showcases why vendors choose us over our competition.

**Having just completed this course, I can understand why other offices are embracing this course as Ken definitely understands what motivates vendors to sign with your team. He shows you what you do need to do to get this valuable message across to a community of vendors who for the most part are wary of agents promising the earth and rarely delivering.**

Plus, the course gives you a 30 Day Sales and Marketing Plan and the tools you need to reach out to vendors wanting to sell their homes. Ken has a clear understanding of how vendors think and teaches you how to reach out to these people.

Yes, this course has been a good investment in time and money for me and each member of my sales team. Thanks Ken we have enjoyed the course!"

Kind regards,



**David Moppett**

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