



Become an Approved Washington Real Estate Instructor Earn 15 Clock Hours

April 29 and 30, 2010 in Bellevue, Wa.

This course satisfies the requirements to become a clock-hour approved instructor in Washington State.



Carla Cross's Instructor Development Workshop is the only 'train the trainer' course offering in Washington endorsed and recommended by the Washington Realtors' Association.

From Carla Cross, CRB, MA, National Realtor Educator of the Year, this course is much, much more than just a certification or clock hour approved course. Gain presentation skills, learn to write a course, and solve your teaching challenges. Learn how to get much, much more production from your agents through innovative training techniques. Great for anyone who needs to motivate others, or does presentations, from 2 to 2000. And, it's very interactive and FUN!

* Skills to customize your presentation when your audience is 5--or 50 so you are always ready for the unexpected	* How to choose the right material for your audience and the time you have to teach
* 5 fool-proof ways to vary your presentation to keep your audience engaged and interested	* 10 techniques to teach real estate adults effectively--and techniques to handle the challenges our audience presents
* A simple, effective process to create a skill-building workshop in less than 15 minutes	* 3 keys to banish nervousness!
* Secrets to use humor , naturally to keep your audience interested and entertained	* How to create a course and course outline --and how to submit it to the Department of Licensing
* The process to get your instructor approval from the Department of Licensing.	* The 6 simple, effective, steps to create a 'professional' workshop
* The secrets to getting enthusiastic audience participation	* Best, proven teaching methods to get more production from your agents through training
* Persuasion: How to motivate and inspire your audience to attend your classes--and take action	* 5 best methods to handle problem 'students' and uncomfortable situations

Bonus: You will receive a **118 page resource manual**, with 11 ready-to-use forms and processes to follow to immediately put to work. (a \$129.95 value)

When: April 29 and 30, 2010 Details/registration on next page.

Read what attendees say about this course:

I want to thank you for the excellent seminar. The seminar provided information that I will refer to throughout the balance of my career. I enjoyed, not only the information, but also the well thought out process as well.

--Steve Dick, National City Mortgage

Thank you for the wonderful training in Houston last week. Everyone had a mind-altering experience about how to approach being "real" trainers—you are wonderful to have so effectively lead such a strong-willed group of people.

--Mark Willis, CEO, Keller Williams Realty International

Great job! Enjoyable and challenging. The best thing I got from the workshop is what is needed for a good training workshop.

--Carolyn Mackay, Real Estate 2000 Corp., WA

Personality, professionalism, and knowledgeable. What more could you ask? The most valuable idea I learned and will immediately use is how to organize a workshop.

--C. Ray Dotson, John L. Scott

You make setting up a workshop seem manageable. Your step by step and hands on approach is outstanding. It was great!

--Heather Macy, Owner, Olympia Real Estate, Olympia, WA

Your Total Investment: \$249.00 (Early Registration)

\$249: Early registration--register by April 25, 2010

\$299: If you register by April 27, 2010

No registrations can be accepted less than 2 days prior to event, because of space and material considerations for this very special course. So, register early! Includes bonus 118th page resource handbook (a \$129.95 value)

When: April 29 and 30, 2010

Mark your calendar!

Where: Keller Williams Realty, Bellevue (98004) 505 106th NE, suite 210 (425-454-0911)

Parking is complimentary.

Time: April 29 – 9:30 am-5 pm

April 30 – 9:30 am-4 pm

Name: _____

Email: _____

Office: _____

Phone: _____

Enclosed is my:

- Check
 Money Order

Fax: _____

Address: _____

VISA MC AMEX \$ _____
(Check one)

City/St/Zip: _____

Card Name: _____

Card #: _____

Exp. Date: _____

Mail or fax to:

Carla Cross Seminars, Inc.

1070 Idylwood Dr. SW

Issaquah, WA 98027

May email to info@carlacross.com

Phone: 425.392.6914

Fax: 425.392.6414

Keep a copy for your records.

Mark the date on your calendar. See you there!