

Dear Fellow Real Estate Colleagues,

A few months ago, I received a phone call from Richard Kurtz's very efficient assistant, Connie Holtz, requesting I meet with Richard. I was skeptical at first, but because of her professionalism and enthusiasm, I agreed to meet with him.

When I met with Richard, he asked to do a sales meeting presentation. I was intrigued by his concept; teaching a workshop via a panel of current top producing agents. He promised those who attended the sales meeting would walk away with some good, useable content.

It was fast-paced and full of good "Take Aways" for those who attended with an open mind. I personally wrote down 5 basic, but good, ideas to help my agents sell more homes.

Oftentimes, a "professional from afar" stating some of the same points I've tried to make to my own crew, is what it takes to finally set in.

I found his sales meeting presentation, which is a preview of the workshop he is selling, to be worthwhile for those who attended. I have always been of the belief that if you can get one or two good ideas from a workshop, then it was worthwhile. Based on Richard's presentation, I believe the workshop will deliver several good ideas for all different Realtor types.

I am happy to give Richard Kurtz my endorsement to do a free sales meeting presentation at your office.

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