



RE: RD Training Systems conference in Waco, TX

Wow! We are pumped up. We just got started. We have gone to two presentations and we got the listings - (\$220k to \$230K). Jed called on two FSBO's and guess what? Yep, we got it. One of them they said that they interviewed four Realtors.

Their mouth opened when they heard the 1-800 recording. Now, before we went to the presentation, we were prepared with our call capture presentation. They loved it!

We even bought a new camera to show the FSBO's that we were serious to help the with custom property flyers! I could go on and on, but more important we have four listings in one week and 2 were FSBO's! Yahooooooo! I think I'll do the Egyptian dance!

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