



Judy LaDeur

Spend Three Days One-on-One with Judy LaDeur

The #1 Training Program for RESULTS in Hiring Experience Agents!

How do you build the team of your dreams? ONE-ON-ONE Recruiting with industry icon Judy LaDeur. Join us for THREE game-changing days of skill development, dialogues, strategies and solutions -- followed by one year of follow up support and unbelievable results!

**What do we do that's different?
We remove the option to fail!**

Here's what you'll gain from this results-producing retreat:

Day 1: Build a Strong Foundation

- Building the right list of top producers for your office. How to find them, connect with them and ultimately hire them.
- Create a customized marketing plan for your office that generates curiosity and desire to know more about how you support your agents. Each participant will receive a flash drive of their marketing pieces to take back to their office.
- Develop dialogs designed to book 3-5 appointments per week with experienced agents to ensure that you have 3 interviews per week. You'll receive a book of scripts to use and learn how to develop scripts to follow up every marketing piece that goes out. Setting appointments will be EASY!
- Learn how to promote your success in the marketplace, which acts like a magnet to attract the best agents to your company. Affiliate members will also refer agents to your office.
- Learn the best 8 "results-based" systems to network and build relationships with the agents in your market. Recruiting is about timing, and the goal is to be positioned when the time is right.

"I have worked with Judy for many years as our Recruiting Coach & Consultant. Judy is a significant resource for recruiting and retention. Our company in Vancouver with 10 offices and 550+ agents has been the winner of the REMAX international Worldwide Sales Volume award for Multi Offices for the years 2009 through 2015 and Judy was very much a part of that success. I urge all Brokers to act now! Those who do, will be the award winners of the future. All I can say is thanks a million Judy!" -**Deborah Upton, Vancouver BC Canada RE/MAX Metro Vancouver Properties**

"There are many consultants who know the metrics of the brokerage business. There are a few who understand the human dynamics of clients and their firms. Judy LaDeur is among the handful throughout the industry who get both and has the experience across the years and hundreds of clients to really know where the keys to success will be for each individual client." -**Steve Murray, President, REAL Trends**

Who should attend this program?

**Brokers and
Recruiters Who are
SERIOUS About
Building a Profitable
Real Estate
Organization!**

**Call 630-402-0898 to
reserve your seat at
our next event today
or inquire about how
YOU can bring this
event to your
organization.
Register today!
May 23nd – May 25th
Herrington Inn
Geneva, IL**



Call 630-402-0898 or Visit www.JudyLaDeur.com

Day 2: Master Strong Interview Skills & Develop Your Value Proposition

- Learn the 7-step interview process that has been proven to help recruiters hire 60%-70% of the experienced agents they interview, in the first interview.
- Get the direction you need. Nothing's left to chance. You'll learn how to walk your recruit through their needs and concerns, and help determine if your office is the best place for them.
- Develop your power broker skills. From fine tuning presentation skills to presenting your value, you'll learn from your peers as well as your coaches and receive valuable, specific feedback for long-term success.
- Facial recognition is a key component for success in recruiting. We teach you how to look at the photo of the agent you're interviewing, know their hot buttons and how to proceed based on their behavior patterns.

Day 3: Handling Stalls & Objections

- You will learn the #1 thing that prevents brokers from hiring agents on the first interview, and how to prevent it from happening.
- Get specific dialogs and techniques to overcome the 8 most common stalls or objections.
- The 5-step objection handling process is the most important tool that you have to determine the real objection, and overcome it.
- Participants learn the art of Value Closing. No more "let's make a deal" to get them signed up!
- You will learn & role play the 4-step process of preventing Broker Buy Back after you've hired an agent.
- You will learn how to hire the RIGHT new agents and get them productive in just 30 days!

Results You Can Count On:

Many have literally saved their office from closing in this market. Many have hired more agents in 6 months with our training, than the past 2-4 years with their previous plan. The average broker/recruiter hires 10-15 agents within 6 months, with many hiring 10+ agents in just 30 days! An average of 70% of those hires are experienced agents. Our top recruiters and brokers are hiring 50+ agents per year!

What is a program with those results worth to you? How many agents do YOU want to hire? Call 630-402-0898 to reserve your seat at our next event today or call today to book this event for your company!

THE RESULTS SPEAK FOR THEMSELVES. THESE BROKERS AND RECRUITERS TOOK THEIR TRAINING IN 2015/ 2016

Jane in St. Louis recruited 26 agents within 90 days of attending the Dec '15 class. 20 are top producing agents!

Eli in KY recruited 10 exp & 7 new in just 60 days, after the Dec '15 class.

Frank H. in IN recruited 4 exp agents and 1 new agent in just 30 days.

Joshua in IN had 29 recruits in four months using this system. 2016

Mona recruited 13 agents in her first 3 months as a recruiter. May 2016 class.

Paul B. recruited 15 exp agents and 7 new agents in just 30 days in the January 2016 Recruiting blitz.

Frankee in TX recruited 3 exp & 3 new agents January 2016. Class Dec. 2015.

Christine G. recruited 5 exp and 6 new agents in just 30 days! 2016

Keith P. in AK recruited 5 top producing agents in his first 10 days after class. His biggest take away, meet them in the office! Ask them to sign the 1st meeting. August 2016.



Will your name be here on the next flyer?

"We have 6 offices, and 255 agents. Our agent count is in large part because of Judy LaDeur's recruiting program. Our recruiting was hit and miss and inconsistent. We contracted with Judy to train our managers to recruit the right way, and the results were amazing. She not only teaches, but shows by example. She is amazing. Proof is in the pudding. If you want to double your agent count, call Judy NOW!" -**Steve Allcorn**

The One on One Boot camp Training with Judy LaDeur is an intensive, one-on-one training experience for recruiters, brokers, and managers who want very specialized training. During this three day experience you will:

- Develop customized interview questions
- Develop customized set-up dialogues
- Create YOUR value-proposition package that is specific to your unique features as a company
- Develop your interview package and presentation
- Make calls to the agents on your list of prospects and book appointments
- Conduct your interview in front of your peers and be critiqued by Judy's team
- Receive letters and scripts specific to your organization
- Learn which systems are best for your company
- Learn a 5-step objection handling process to identify stalls and overcome objections

Tuition includes more than \$2,500 worth of products and services per person:

- 3 Days of Intensive Training
- The Recruiting Letters Library (a \$298 value)
- The Profitable Recruiting Systems MP3 Library (a \$297 value)
- Membership in the Master Recruiter's Club (a \$1200 value)
- Powerful Phone Scripts library (a \$29 Value)
- Participation in the Recruiting Blitz for one full year— a 30 day accountability program with top recruiters (an \$800 value)
- Course Manual

Cost: \$1,200.00 per person includes all the above. Save by sending several members of your team! When 2 or more, from the same office enroll, each person attends for just \$995 each. Maximum number of participants per class is 36. Call for additional details. 1-630-402-0898.

Three Days One-on-One with Judy LaDeur

Name: _____ Company Name: _____

Billing Address: _____ City: _____ State: _____ Zip: _____

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Please add me to your mailing list for future events and promotions.

Payment type – please circle one: Credit Card Check Money Order Card Type: Visa M/C AMEX

(Transactions Payable to Judy LaDeur International.)

Card Number: _____ Expiration Date: _____ Security Code: _____

Signature: _____ Date: _____

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