

“Choose Your Business”

3 Clock Hours an IBA Clock Hour Event!

This three clock-hour class revolves around taking control of your business and building the clientele you want based on who you are as a person and a real estate broker.

What is behind door number 3? That television show about 50 years ago used to ask contestants to choose one of three doors hoping to get the grand prize. Most of us in real estate run our business in much the same way. We take what we can get and hope for the best. Real estate brokers are running their own business under the umbrella of a real estate firm but struggle to get the clients that they really want.

Your real estate business is a result of the choices you make! Who are you? Why does a consumer choose you? What is your target market? How is your aim? Do you have a plan? Even in a crazy market, it is important to have a plan and Choose Your Business.



Instructor: Natalie Danielson **Professional Direction Inc.**

www.clockhours.com

The one word used most often to describe Natalie Danielson is "enthusiastic." She has a contagious energy and is passionate about the real estate industry. For the past 25 years she has owned Professional Direction, one of the most successful real estate schools in Washington State. You will find her quarterly at the Dept of Licensing meetings for decades speaking up for brokers and working on education and changing business practices committees. In addition, she has done stand up comedy. Her real estate classes are packed with powerful information blended with stories and humor... and unforgettable.

When: Thursday, July 20th, 2017, from 10AM to 1PM

Where: UW Center for Urban Horticulture
3501 NE 41st St, Seattle 98105
<https://botanicgardens.uw.edu/center-for-urban-horticulture/>
Free parking

IBA Sbusidized Cost: \$15 for NWIBA Members & their Office Agents
\$25 for Non-Member Independent Brokerage Owners

Register at: www.NWIBA.com

Lunch, snacks and coffee/tea provided.

This course is being hosted and facilitated by NWIBA.
For more information, contact:
Robert Wasser, NWIBA President, 425-260-4583



www.nwiba.com