

“Prospecting: A Guide to Lead Generation” 3 CE Credits

Thursday, August 5, 2010

Time: 9:00am-Noon

Instructor: David Collins, Real Estate CareerQuest Cost: \$35 or Ed Pass

Sponsor: [Northstar Mortgage](#)

[\\$45 nonmembers](#)

Learn to develop prospecting techniques and steps needed to ensure you are the procuring cause in the transaction! Topics covered are Prospecting and Lead Generation; Prospect Conversion; Understanding Procuring Cause and the Steps Needed to Ensure Your Procuring Cause Position; and much more! [Flyer](#).