

REGIONAL AGENTS CONFERENCE

BY REAL ESTATE NATION X SHERRIE STOROR

 realestate.com.au

ADVANTAGE

iRealty


WINGMAN

1 SESSION 1 SALES SKILLS

9:00am	<p>WELCOME</p> <p>Sherrie Storor, CEO + Business Coach - Real Estate Nation Kurtis Pirotta, Sales Lead - realestate.com.au</p>
9:10am	<p>Cameron Kusher Director of Economic Research - realestate.com.au <i>Regional Market Update</i></p>
9:30am	<p>SALES PANEL</p> <p>Daniel Harris, Selling Principal - Real Estate Central - Darwin Josh Hart, Selling Principal - McGrath - Launceston Tahlia Gabrielli, Selling Principal - Mt Gambier Nick Bordin, Selling Director - McGrath Lennox Head</p>
10:05am	<p>Melinda Kirby Ray White - Rockhampton <i>A Volume Business</i></p>
10:25am	<p>Lynn Milsom Lead Agent - Sotherby's Whitsundays <i>Luxe Listings</i></p>
10:45am	<p>Sherrie Storor <i>Become The ULTIMATE Agent in your market</i></p>
11.30am	<p>BREAK</p>

SESSION 2
BUILD A CELEBRITY PROFILE

11:45am
 12:05pm
 12.35pm
 1:00pm
 1:30pm

John Healy, Head of Content - realestate.com.au
Benn Dorrington, Property Journalist - realestate.com.au
How to become the authority in your market

SALES PANEL
Stuart Southwell, Southwell Property - Tamworth
Matt Ingram, PRD - Bendigo
Charlotte Broad, Broad Realty - Swan Hill
Holly Komorowski, Home by Holly - Canberra

Kristen Porter
 CEO + Lawyer - O*No Legal
Partnerships + Succession Planning

Dick Slider
 *8 times World Champion Real Estate Agent (and part time comedian)
How to become an 8 time World Champion Agent

BREAK

SESSION 3
TEAMS, LEADERSHIP + SUPPORT

1:50pm
 2:15pm
 2:35pm
 2:55pm
 3:25pm
 3:45pm
 4:00pm

Leanne Druery
 Lead Agent - RE/MAX Mackay
Building Your EBU (Effective Business Unit)

Sandra Larkin
 Coach - sandralarkin.com.au
Increasing Administration Efficiency and Productivity

Nick Georges Director - Wingman Group
Jonathan Bell Founder - Wingman Group
How to use VAs to build your business

LEADERSHIP PANEL
Allister Morrison, General Manager - Ballarat Real Estate
Michelle Champion, Champions in Real Estate - Cairns
Rebecca Halton, CEO - LJ Hooker - Perth

Matt Lahood
 CEO + Founder - The Agency
Building Teams

Event Wrap Up with Sherrie Storer + Kurtis Pirotta

Event Concludes.