

## Profitability and Management Tracks:

- 5 specific ways to increase profitability
- Agent Accountability – How to build an agent plan and keep them accountable
- Automating Your office – What systems make your job easier
- How to teach your teamleaders to build a profitable business
- How to establish an effective in house training program
- How to retain and motivate a productive sales force
- 6 surefire ways to increase agent productivity in 60 days or less
- How to determine if a full time recruiter is the right option for you and how to hire, pay and manage a full-time recruiter
- How to effectively manage your time as a busy broker/manager
- How to successfully retain your best agents
- How to become an effective coach

**Brand Awareness!** Custom sessions available for groups of 25 or more from the same brand, company or franchise!!

## Recruiting Track:

- Active, Master Recruiter Panels
- How to increase your market share by at least \$25 million this year
- How to select the best experienced agents
- What to send to attract potential recruits
- Exactly what to say when you call them
- How to set up the interview
- Putting your recruiting on autopilot – How to set up your recruiting systems
- How to build your company presentation
- How to master the investigation process and position your company as the right choice
- How to conduct an effective interview
- How to handle and overcome agent objections to joining your company
- How to hold a career night
- How to set up a recruiting web site and what to put on it
- Networking time with other, successful recruiters
- Role playing



**September 11-13**  
**Palm Beach, Florida**

***"Judy LaDeur is a master at giving systems and dialogue to enable anyone to be a top recruiter. I give it a 10 out of 10!"***

*~Pam Carleton, The John Collins Company  
San Diego, CA*

***"I consider myself a superior recruiter and I thought the program was great. I will send all my managers to the next retreat."***

*~James Crumbaugh, Prudential Village Realty  
Punta Gorda, FL*

## WHO SHOULD ATTEND!

- ✓ Real Estate Broker/Owners and Managers
- ✓ Full-time Real Estate Recruiters
- ✓ Regional Owners and Managers

**Take away complete Recruiting and Business Building Systems  
with 3 tracks and over 18 sessions to choose from!**

## 4 EASY WAYS TO REGISTER

1. Call: (888) 236-0309 ext. 1
2. Fax to: (909) 498-7337
3. Mail to: EzEvents, Inc., P.O. Box 2230, Orangevale, CA 95662
4. Go Online to: [www.RecruitersRetreat.com](http://www.RecruitersRetreat.com)

## EVENT LOCATION

Four Seasons Resort Palm Beach  
2800 South Ocean Boulevard, Palm Beach, FL 33480  
<http://www.fourseasons.com/palmbeach/>

## ROOM RATES & RESERVATIONS

\$145.00 single or double plus resort fess and applicable taxes if reserved by August 10, 2006. Room rates apply for three days before and after our event while supplies last, so book your room today!

Call the hotel at 800-432-2335 or 561-582-2800 and ask for the Judy LaDeur rate to get our reduced rate.

## EZEVENTS CANCELLATION POLICY

Cancellation 30 days plus prior to event-50% Refund  
Cancellation 7 to 29 days prior to event-25% Refund  
Cancellation 1 week (or less) prior to event-No Refund

## REGISTER NOW!

- Early Registration \$997.00 (On or before July 31)
- Regular Registration \$1197.00 (After July 31, 2006)

Name \_\_\_\_\_ Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

PAYMENT:  Check/Money Order (made payable to EzEvents, Inc.)

Credit Card:  Visa  Mastercard  American Express

Credit Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**[www.RecruitersRetreat.com](http://www.RecruitersRetreat.com)**