

Win the Listing

with neuro-linguistic programming (NLP) communication techniques and strategies.

Be magnetic not a pushy sales person



Mike Aguilera, MNLP

www.SuccessinRealEstateNow.com

Mindset

Expectations:

- Assume rapport
- Expect a YES

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Entering the home

- Match the sellers energy/movement. Be in harmony

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Props and projecting value

- Hand information slowly and gracefully



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Voice patterns of influence

- Statement
- Question
- **Authority/certainty**

Nonverbal subconscious YES

- Nod YES when wanting a yes response

You will quickly and easily benefit even if you are new or a veteran in the real estate business

*"Mike, I am very grateful for your NLP coaching. A few hours after our session I had my listing presentation and I feel **I won it using the skills you taught me.** I walked in the right mindset. I used the words and questions you suggested that had the client smiling and engaged. I remembered to use your body motion tips and I could see instant positive reactions from the client. Even though I've already had over **150 listing presentations throughout my career,** I felt more prepared, relaxed and confident. The new presentation skills and terms will definitely be of good use from now on in multiple occasions. I am looking forward and excited to continued learning and again, thank you for all you do."*

-Lynne Tran

Win the listing with NLP

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- Imagine naturally and easily winning more listings.
- A new sense of pride and confidence
- Sleep peacefully at night and wake up excited because you have new skills to help you thrive and avoid losing opportunities.

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Discover more:

- Mindset for instant confidence and leadership projection...position yourself as an advisor not a sales person.
- How to take subtle control when you enter the home.
- Body motion do's and don'ts
- How to create instant rapport and maintain it throughout your meeting.
- Three of the most powerful and insightful questions to ask including the Million Dollar question that primes you as the perfect agent for them.
- How to create trust and credibility by talking about others.
- How to get a stream of yeses and it is not using the old tie down method.
- Language patterns that prime for yes and how to close with ease and not pushy or needy.
Including how to **present your commission so the seller agrees** and not ask for a discount.

And much more!

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How to naturally win the listing without sounding or acting like a pushy sales person with confidence and charm.

How much would winning more listings mean to you?

Not just in revenue/commission but also to your business, **confidence and sense of peace** knowing you can easily win **more listings month after month.**

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For additional information about the complete program go to:
www.SuccessinRealEstateNow.com/win-listings-with-nlp.html

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