



Presenter—Mike Selvaggio

Mike Selvaggio is a licensed broker and REALTOR® in Delaware and Pennsylvania. He sells and lists homes and also actively markets new-home communities.

Mike is a Senior Instructor with the Council of Residential Specialists, an affiliate of the NATIONAL ASSOCIATION OF REALTORS®, and served as the 2008 National President of the Council of Residential Specialists. He is also one of five nationally certified Ninja Selling Instructors. He has taught thousands of REALTORS throughout the United States Spain, and the Bahamas.

Selvaggio, a Realtor® since 1975, has made a career-long commitment to education. He has honed his leadership skills while serving as President of his local board of REALTORS® and as President of the Delaware Association of REALTORS®. He also has served on many Council committees.



Monmouth County Association of REALTORS® Education Committee Presents:



CRS ELECTIVES—NINJA SELLING (CE Pending)

Ninja Selling I

January 26, 2012...Register by January 13, 2012

Ninja Selling is a powerful one day seminar which is modeled after the methods and philosophy of one of the most successful real estate companies in the country. In the seminar, you will learn the specifics on “Staying Focused”, “Achieving Unlimited Success”, “Staying In the FLOW”, “Creating Customers for Life”, “Running your Business as a Business”, “Creating Personal Wealth and a Retirement Plan”, etc.

Ninja Selling II - Life Planning

February 16, 2012...Register by January 16, 2012

Ninja Selling II builds upon the career- and life-changing ideas from the number one real estate company nationwide in average agent production that you find in Ninja Selling I. You'll learn about "Self-Image Development," "Getting Your Life in Balance," "Values Clarification," "Writing Affirmations," "NLP"— understanding your processing modalities, "Goal Setting," "Feature to Benefit Interviewing Process" and "Advanced Time Management."

Ninja Selling III - Business Systems

March 8, 2012...Register by February 8, 2012

This course has been developed to supply the student with a self analysis of the business that is available to them, regardless of market conditions. In addition to a self analysis of the opportunities, it provides actual tools and formulas that are used to self analyze, in the classroom, their actual business in today's marketplace. After taking this course, the student will be able to easily keep in touch with their entire database, know what to do on a daily, weekly, and monthly base. From Monday morning activities to life goals, this class provides the benefits of a solid, well planned, real estate career by utilizing the principles of Ninja Selling.

MCAR Office, 4000 Rt. 66, One Hovchild Plaza, Suite 210, Tinton Falls
8:30am – 5:00pm * \$99.00 for each class
Lunch is available for purchase from a prefix menu (cash only)
Don't be left out by missing the cutoff date...so register early to reserve your seat!

Register online at <https://ims.momls.com>.

To pay by check, return form with check made payable to MCAR, One Hovchild Plaza, 4000 Route 66, Suite 210, Tinton Falls, NJ 07753

Event: CRS Electives 2012

Check classes (\$99 each): ___Ninja I ___Ninja II ___Ninja III

Name: _____ Agent ID: _____

Agency: _____ Phone: _____

