

INVESTOR SELLING[®]

How to Sell Comfort and Cash Flow
to Residential Real Estate Investors



Investor Selling®

In this 2-day course you will learn...

| | |
|--|----|
| How to Sell Comfort to Residential Home Investors..... | 1 |
| Where to Find Investors..... | 3 |
| What Residential Investors Want | 5 |
| How CAP Sells Comfort | 7 |
| How to Determine Net Operating Income (NOI) | 9 |
| How to Find Unlimited Opportunity..... | 11 |
| 80% Replacements | 13 |
| Turn Problems Into Dollars..... | 15 |
| Become Your Clients' HVAC Investment Advisor | 17 |
| HVAC Investment Advisor | 17 |
| Sell the Survey | 19 |
| How to Write Investment Improvement Surveys | 21 |
| How to Write Investment Improvement Reports | 23 |
| Discover Your Invisible Salesperson..... | 25 |
| Create an Investment Improvement Program | 27 |
| Plan Planned Replacements | 29 |
| Why Leasing? | 31 |
| How to Use Financing & Leasing Profsheet | 33 |
| Conclusion..... | 35 |

Call 800-515-0034 to register!

MORE INFORMATION:

AVAILABLE CLASSES IN MY AREA

AVAILABLE CLASSES NATIONWIDE

COURSE DETAILS:

2-day program includes: comprehensive workbook, extensive materials, copyrighted tools, breakfast, snacks, and lunch.

ATTENDEES

1.

2.

3.

4.

COMPANY

TM

EMAIL

PHONE

AUTHORIZED SIGNATURE

Call 800-515-0034 for additional information

www.TheActGroupInc.com