



Sanford System & Strategies E-NEWSLETTER October 2015

Thank you for subscribing to our newsletter. Walter Sanford was one of the top real estate agents in North America for nearly thirty years, and now, he is one of the most requested speakers, trainers, and coaches. He has authored ten updated systems and books on checklists, pro-active lead generation, affiliate lead generation, and much more which can be found throughout his website. If you would like to contact Walter or have him speak at your event, please email: walter@waltersanford.com

Free NAR Expo Invite

The National Association of REALTORS® is having their conference and expo from November 13th to November 16th at the San Diego Convention Center. I am honored to make two presentations:

- *Saturday, November 14th from 1:30PM to 3PM – Great Customer Service from Busy Agent*
- *Sunday, November 15th from 9AM to 10:30AM – Add Value to Hot Seller Demographics That Control the Inventory*

On Saturday, I will be showing new systems that provide great perceived customer service while receiving feedback, generating new leads, and receiving referrals at the same time. This process is why top agents can produce so much more without seeming taxed; they get multiple outcomes from one exertion of energy.

On Sunday, we'll be covering the cutting edge lead generation systems to obtain more listing presentations. These systems are being used by the top agents and teams in North America. This is the exact plan to obtain large listing inventories.

I hope you can join us for both presentations. Just [click here](#) to download your VIP invitation to stop by our booth at #440 in the greatest real estate trade show in the world.

To sum it up, I have two cutting-edge presentations and a free pass to the best expo. If you needed more enticement, we will be offering incredibly low prices on all my systems. You can get all ten for one-half the already discounted internet price. I hope this is the motivation you need to [register today!](#)

Walter Sanford has been designing and implementing real estate systems for 30 years. One of the most successful REALTORS® and now wealthy from his systems, Sanford teaches his systems and strategies through his products, seminars, and personal coaching producing the best results in the industry. Do what works, do what is proven. Hire Walter Sanford. Call our office at 800.792.5837, email walter@waltersanford.com, or chat with us online at www.waltersanford.com

Sign Up!

[Click here](#) to sign up for your FREE dose of Walter Sanford! Complete the quick sign up to receive a direct link to new thoughts directly from Walter's blog.

Broker Agent Advisor

Do you remember that great Newsletter 'Broker★Agent Professional'?

Well, they have a new platform and approach that you'll want to check out at '[Broker★Agent Advisor](#)'. Here you'll find cutting edge ideas brought to you by some of the greatest minds in real estate, including yours truly.

I'd consider it a [personal favor](#) if you could take a few moments to review and leave some feedback or a comment on my posts, in particular --

- [Overcoming 4 of the Most Common Seller Objections](#)
- [How to Control Expires in Your Market](#)
- [Payback Time](#)

Our Coaching Program

The very best athletes, entertainers, and business leaders all have someone in their corner whom they can go to for advice, leadership, and teaching. Unfortunately, the average person has no coach and too often allows himself to be influenced by those who have never achieved high levels of success.

With nearly thirty years of real estate experience including record levels of high real estate production and creative business systems, Walter Sanford offers personal coaching to a select group of clients each year.

Why not make this year the one when you start enjoying your career, your family, and your life? We have a few spaces left in Walter's personal coaching program.

Please call me, Cyndi, at **1.800.792.5837** so that I can arrange a phone appointment with Walter for you to see if this may be the year that you take your business to the next level.



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Hire

Walter Sanford to speak at your next event.