

MARCH IS FOR MEMBERS

FRIDAYS IN MARCH

March 30th **1 - 3 pm**

7 Numbers for Success

2 hours PL Pending

Take a free class
and enjoy a fun ice cream social!

You might even go home with the raffle prize
sponsored by MBH Settlement Group!

ICE CREAM
SOCIAL



Instructor:
**Mark
Geslock**



MEASURE WHAT MATTERS

1. Revenue and Expenses
2. Agent Productivity
3. Database Quality
4. Customer Satisfaction
5. Number of Listings
6. Website Statistics
7. Cost per Lead

This class is what every real estate agent should monitor in their business. These numbers will determine if you will earn a profit or loss. Mark Geslock covers why the numbers are important and most importantly, how to track the metrics that matter.

Sponsored by:



Spring Arbor of Fredericksburg

FREE EVENT — REGISTRATION REQUIRED

+5PHR
Education

Register at faarmembers.com/calendar OR fax to (540) 736-0301 OR email to lmccaskill@faarmembers.com

Name _____ Company _____

Phone _____ Email _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.

2ND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD., FREDERICKSBURG, VA 22401

