

# Building a Referral Based Business

**July 24, 2008**

**Lake Worth Conference Center  
1926 10th Ave. North, Suite 410  
Lake Worth, FL 33461  
9:00am-12:00pm**

**\$25**

**UNDERWRITTEN BY THE  
AFFILIATE BUSINESS PARTNERS**

- Sphere of influence, past business relationships, previous contacts, and referrals now account for nearly 70% of all real estate transactions nationally.
- Learn how successful real estate sales professionals develop and maintain their Referral Network.
- Learn Key Strategies to developing your Referral Based Business and to Position yourself as the Realtor® of choice.

*Real Estate Mastery is a personalized, interactive program designed to meet the specific needs of each participant. Whether you are brand new to the market or an experienced Realtor®, Real Estate Mastery is geared toward your individual goals, skills and experience. You will learn how to focus your efforts, hone your skills and overcome your weaknesses to become a more effective Realtor®.*

Register online at [www.RAPB.com](http://www.RAPB.com) using your NRDS ID, or submit this completed form by fax to 561-585-4348, or by mail with check to: RAPB, 1926 10th Ave N, Suite 410, Lake Worth, FL 33461.  
Payment must be received to guarantee your registration.

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Company: \_\_\_\_\_ Email: \_\_\_\_\_

I am paying by: (circle one)    Check (payable to RAPB)    Visa    MasterCard    AMEX    Discover

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_

***Bring Your Active Listings for the Marketing Table!***

**This program is sponsored by RAPB's Affiliate Business Partners.  
"Dress For Success" Business Attire Required**

For questions, contact Erica Saufley at [esaufley@rapb.com](mailto:esaufley@rapb.com) or 561-585-4544. or Danielle Boutin at [dboutin@rapb.com](mailto:dboutin@rapb.com) or 561-997-8266. Refunds will be given if written cancellation is received at least five (5) days prior to scheduled course. If you would like confirmation of your registration, please provide your email address.

