



Mark Given Seminars
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2022 Conference Keynote or Breakout Session Topics

Building Bridges to Cross the Great Generational Divide - In this highly interactive program, we cover the unique mindset and expectations of the five generations agents currently work with - Matures, Boomers, GenX, GenY, and GenZ real estate buyers and sellers and their specific needs and wants so you can be MORE successful as move from one generational grouping to another.

Negotiate Like a Pro in Real Estate - In this session, we'll examine the "what", "how", and "why" of negotiating with clients, peers, and competitors. Many people and many circumstances are predictable when you deliver the 3 P's of Negotiating - Prepare, Plan, and Perform. We'll focus on what psychologists teach and Master Agents do in every transaction to make negotiating easy.

Trust Based Selling – Proven Ways to Stop Selling and Start Attracting - No one likes to be sold...but they like to buy! In this session, Mark will help you improve your skill set from a self-serving mindset to a magnetic adviser, guaranteeing YOU more sells and more enjoyment with less stress.

Trust Based Time Management & Productivity – If you ask most people what's holding them back from the life they truly want...they will more than likely say...**Time Management!** In this program, Amazon #1 Best Selling Author, Mark Given will share 5 easy strategies you can implement immediately that will improve your focus and productivity.

Trust Based Entrepreneur - Proven Ways to Pursue Opportunity and Reduce Risk – The true definition of entrepreneur is rich and free. In this program, Mark will teach you 7 proven strategies to work less and make more while creating a true entrepreneurial life!

Trust Based Success – Proven Ways to Stop Stressing and Start Living – Success begins with trust, and there are simple HABITS that can guarantee your success regardless of personality, experience, or market conditions. If you're seeking improved results and increased business with less stress...implement the simple habits that work, and watch your life and your business improve immediately.

Trust Based Networking – Proven Ways to Stop Meeting and Start Connecting –

Traditional networking is often nothing more than showing up, shaking hands, and a little bit of small talk. In this powerful session based on Mark's Best-Selling book, you'll learn how to make YOUR networking time a path to highly productive opportunities.

Trust Based Storytelling – In this session, Mark will share irresistible Business Storytelling secrets to help YOU transform your spoken words into a more powerful and strategic Business Tool. You will leave this session with Mark's 7 tips for Storytelling Success!

Trust Based Ethics - This session covers the analysis and employment of concepts such as right, wrong, good, evil, and responsibility. Designed and presented in an interactive style that will help you improve and practice ethical behavior in your daily business. (This presentation meets the NAR ethics requirement and is instructive, humorous, and enlightening and will assist your managers in training new agents the importance of ethical behavior in all representation scenarios. It can also be used as a valuable tool to remind agents of their responsibility to their current clients and peers.)

Creating YOUR Successful Exit Strategy – At some point in your future (maybe that's NOW) you WILL decide it's time to stop! In this session, Mark will teach you the proven strategies to create a comfortable, financially secure, and saleable business. It's never too late to begin.

Results Rule! – 8 Points of Focus that Get YOU the RESULTS You Want in Business and in Life – What would have to happen in the next 3 years to make you feel happy with your success and progress? Show up for this session and I'll show you how to make that happen! It's proven to be life changing for agents all across the country.

You Can Do Hard Things! - Dealing with people is hard...organizing a productive day is hard...building a successful and sustainable business is hard. In this fun and interactive session, Mark will help you do the hard things through better focus and improved time management. You'll laugh and you'll learn...Guaranteed!

7.5 Things You Need to Do to Thrive in the Next 3 Years – There are 7.5 principles that guarantee results in building and sustaining a successful real estate business. These systems and principles create long term success in an increasingly difficult industry, and they guarantee loyalty, repeat, and referral business.

What Disney Knows That Most Sales Companies Don't – Come learn the 5.5 things the Walt Disney Company teaches their Cast Members that most salespeople never consider (Disney knows how to recognize and fill Gaps). This session is not just about concepts, but simplistic systems that YOU can implement immediately. The benefit is improved results and happier clients that return and refer again and again.

Management and Leadership Series –

Trust Based Leadership – Proven Ways to Stop Managing and Start Leading –

Now more than ever, the world needs leaders that do the right thing even if no one is watching (although someone is ALWAYS watching)! In this program, we'll talk about leadership morals, personal and business ethics, and the systems and culture of the most successful leaders, companies, and organizations.

(I have presented this session at NAR's Leadership Express in Washington, DC and NAR's Annual Leadership Program as well as other national and international companies and associations...this short program comes from Mark's Bestselling book - ***Trust Based Leadership - Proven Ways to Stop Managing and Start Living***)

Building a Company Culture That Oozes Fabled Service – Improve your employees and staff, your recruiting, and your market share, by focusing on your company culture. In this session, owners and managers learn important systems to improve their culture so they can overwhelm the competition. (Prime examples come from Ritz Carlton, Zappos, Southwest Airlines and Disney)

The 3 Pillars of Organizational Leadership –The Duty of Care, The Duty of Loyalty, The Duty of Obedience - The “Why’s”, “How’s” and “What’s” of exceptional leadership delivery.

Annual Association Leadership Program - This interactive leadership session will be custom designed to prepare your leaders for their upcoming year based on your associations specific focus and needs. It can be designed for a short session of 1 hour or as much as a half day. Call Mark to discuss your specific needs.