



## Special Guest Speakers for 2009!



### James Smith

#### The Strength of Real Estate

Real estate investing is a hot topic! Everyone can do it with the right knowledge and a little creativity. Consultant, real estate investing expert and how-to instructor, James Smith, is the ultimate authority on using real estate to build wealth and security.

He's the first speaker ever invited back to Boot Camp *four times*. When you hear him, you'll know why. His message is not only practical but so inspiring that past audiences have jumped out of their seats to give him standing ovations over and over again.

Degreed in business, his passions are finance and economics. He "gets it" and loves sharing that knowledge for the benefit of others. James has been investing in real estate for over three decades and currently owns property from coast-to-coast in the U.S., ranging from single- and multi-family residences to commercial properties.

Learn how to:

- Overcome your fears of investing
- Make wise choices for your area
- Buy real estate below market
- Analyze properties quickly and effectively
- Manage properties with the least amount of hassle
- Finance real estate opportunities



### Ron Marks

#### Managing for Sales Results

**Extra Day of Training for Managers**

**Wednesday, August 26, 2009**

Managers and business owners! Come to Boot Camp a day early for training designed just for you. No additional fee - just RSVP.

Managing salespeople is one of the more difficult business tasks. Success requires a unique set of skills. In *Managing for Sales Results*, Ron Marks compiles the lessons he learned during his 28 years in sales, sales training and sales management, including:

- Recruiting - how to find quality salespeople
- Hiring - three keys to a successful interview
- Training - six steps to an effective, results-oriented program
- How to run sales meetings that get results
- Coaching your sales team - eight "musts" for inspiring others
- Terminating - how to let unproductive sales people go

In addition to sharing key insights from the field, Ron provides step-by-step instructions and valuable checklists to help you bridge the gap between sales and management. Whether you are new to sales management, thinking about sales management or have been a sales manager for many years, this seminar will assist you in improving your leadership and communication skills.