



CHRISTIAN WASINGER

OPTIMIZING THE REAL ESTATE BETWEEN THE EARS
TO CLOSE MORE DEALS

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How to Connect With Anyone Instantly 7 Fast Formulas for Building Rapport and Boosting Real Estate Sales

A realtor's success is a direct reflection of his/her ability to build quality relationships. Rapport is the most important ingredient in building these relationships that ultimately translate into sales. Every sales text book echoes the refrain, no rapport means no sales, however no one has dissected or analyzed the step by step formula on how exactly to build rapport...until now.

Christian Wasinger is an author, speaker, coach, and expert on the mind (aka the "real estate between the ears") and how it generates the behavior patterns that lead to either success or failure. He unlocks the formula for getting close to potential buyers and sellers, and even closer to your next sale. In this mind-opening, interactive, workshop this Austrian native, and champion ballroom dancer shares how to access the "real estate buying mind" so your next deal is as easy as the electric slide.

KEY TAKEAWAYS

- Discover the most important tool in establishing rapport, and it is not what you think
- Convert leads into listings using subtle, yet powerful language patterns, and close more deals
- Move gracefully around networking events and connect quickly with anyone
- Recognize the three different personality types, and communicate in the way that resonates
- Leverage non-verbal communication to create trust, be liked, and have prospects choose you over your competition
- Increase your charisma and charm
- Utilize the secret tricks politicians use to gain authority, influence and power
- Weave the 3 most powerful words and phrases effortlessly into your conversations to strengthen the bond with your clients
- Master the little known truth on how to read eye movements as the windows to the unconscious; recognize them, understand their meaning and utilize them, to sell someone successfully

"I learned more in
one individual session,
than I did during
an entire semester of
"Intro to Communications."

—Reed Repa, Real Estate Broker

Half-Day
Workshop
OR Keynote

Christian Wasinger is an author, speaker, coach, and expert on the "real estate between the ears." He has over 20 years experience in sales and customer service.

Coaching real estate professionals, the former champion ballroom dancer shares how to apply the competitive mindset of an athlete in the world of real estate, to build quality relationships, improve communication with clients, and increase closing rates.

Christian is the author of the #1 bestseller "10 Ways to Reboot Your Mind for Success."