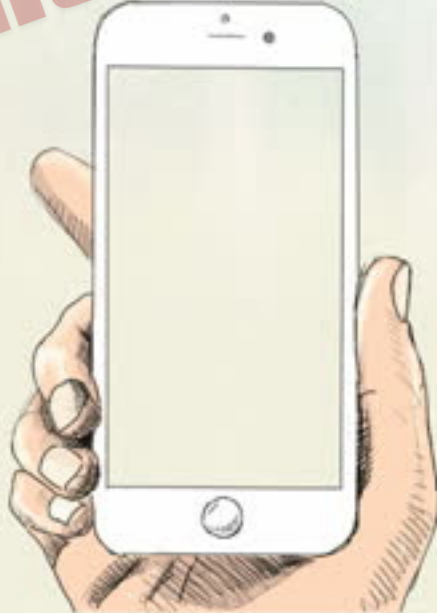


#Visnostic

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You will increase your success, grow professionally, improve rapport, and you will strengthen your communication skills- all this during this very short 40 minute presentation by learning how to translate VENDOR-SPEAK into CLIENT-SPEAK using the principles of neuroscience and VISNOTICS!



**I get contracts on homes
the first week...**



I can say this today.

I WISH I could say this today.

It's not important to me.

**...when other agents
take 100 days!**

***I sell the first
home I show***

because

**I sell visions and
dreams instead of
the number of
bedrooms,
bathrooms, and
square footage.**



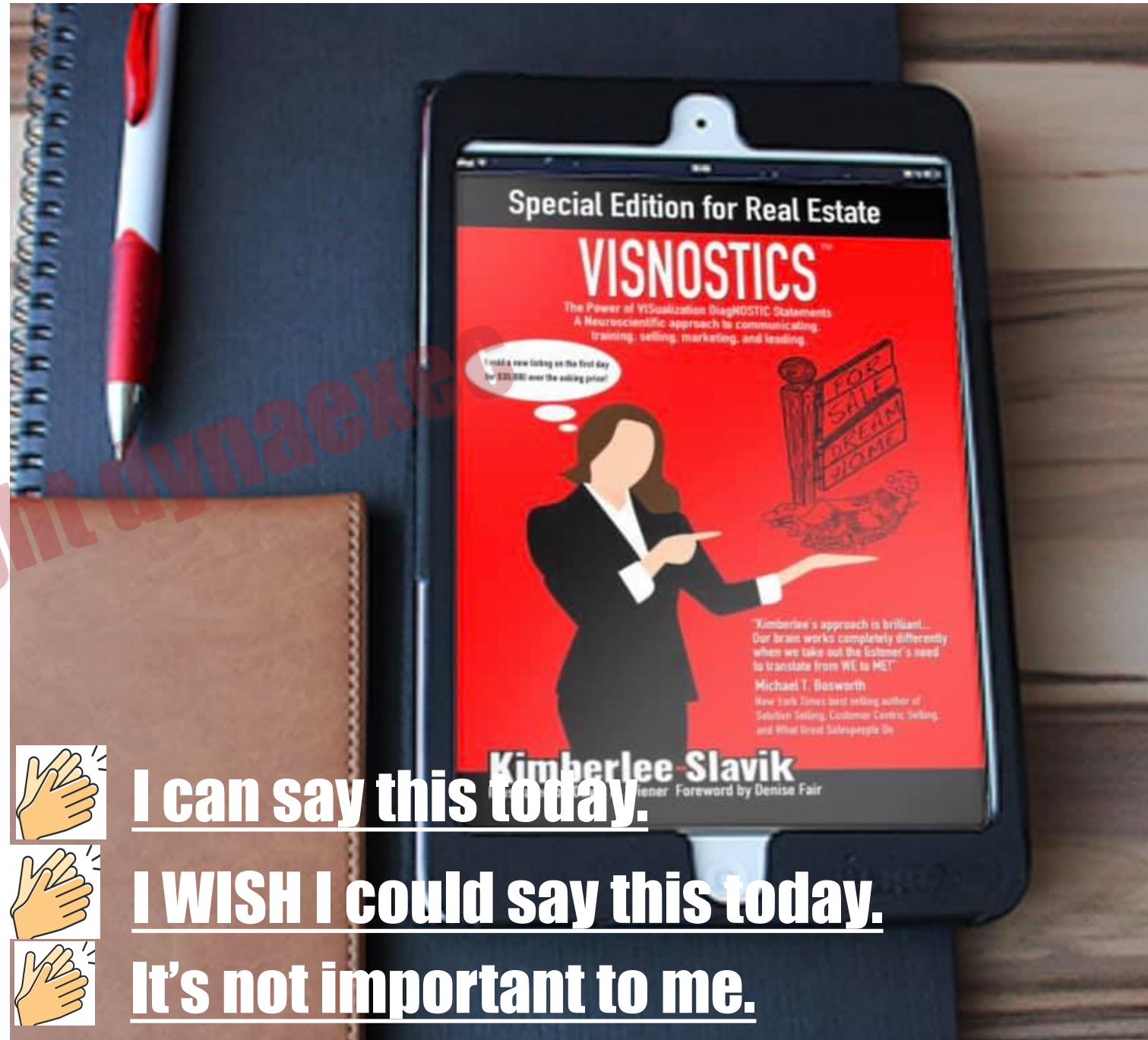
I can say this today.



I WISH I could say this today.



It's not important to me.





I can say this today.



I WISH I could say this today.

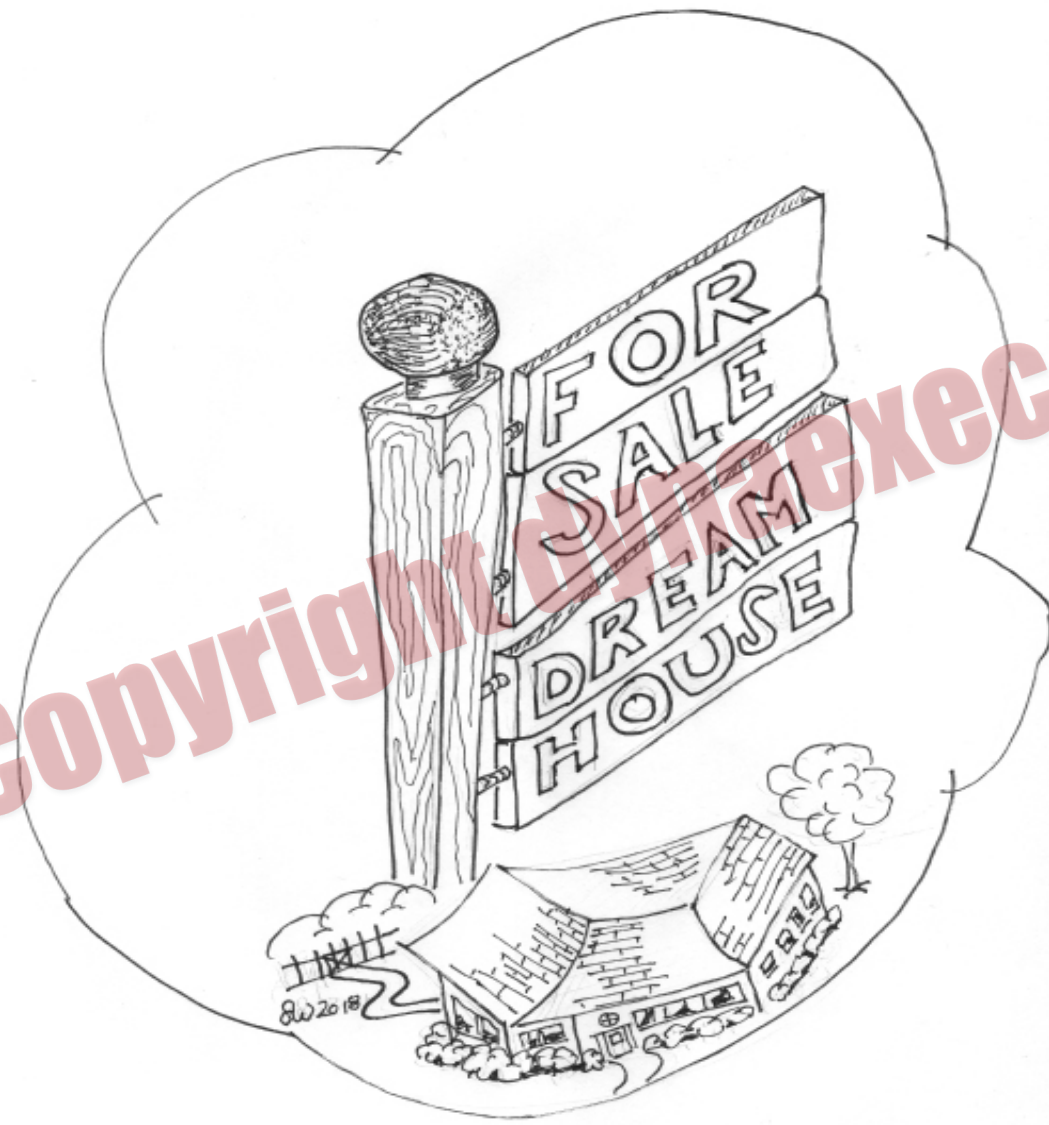


It's not important to me.



I sold a new listing on the first day for \$30,000 over the asking price using Visnostic Selling!

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VISNOSTIC SUCCESS STORY:

Average time lakehouses are on the market in Granbury before getting a contract - 52 days
THIS HOME WAS 13 DAYS!

Average price per sq foot - \$210 per sq ft
THE CONTRACT ON THIS HOME IS \$302 PER SQ FT!!!

50%+ equity in just 29 months of ownership!

Average searches - 433
THIS HOME GOT 762!!



LISTING DESCRIPTION – BEFORE VISNOSTICS

Remodeled lakehouse

1 bedroom

1 bathroom

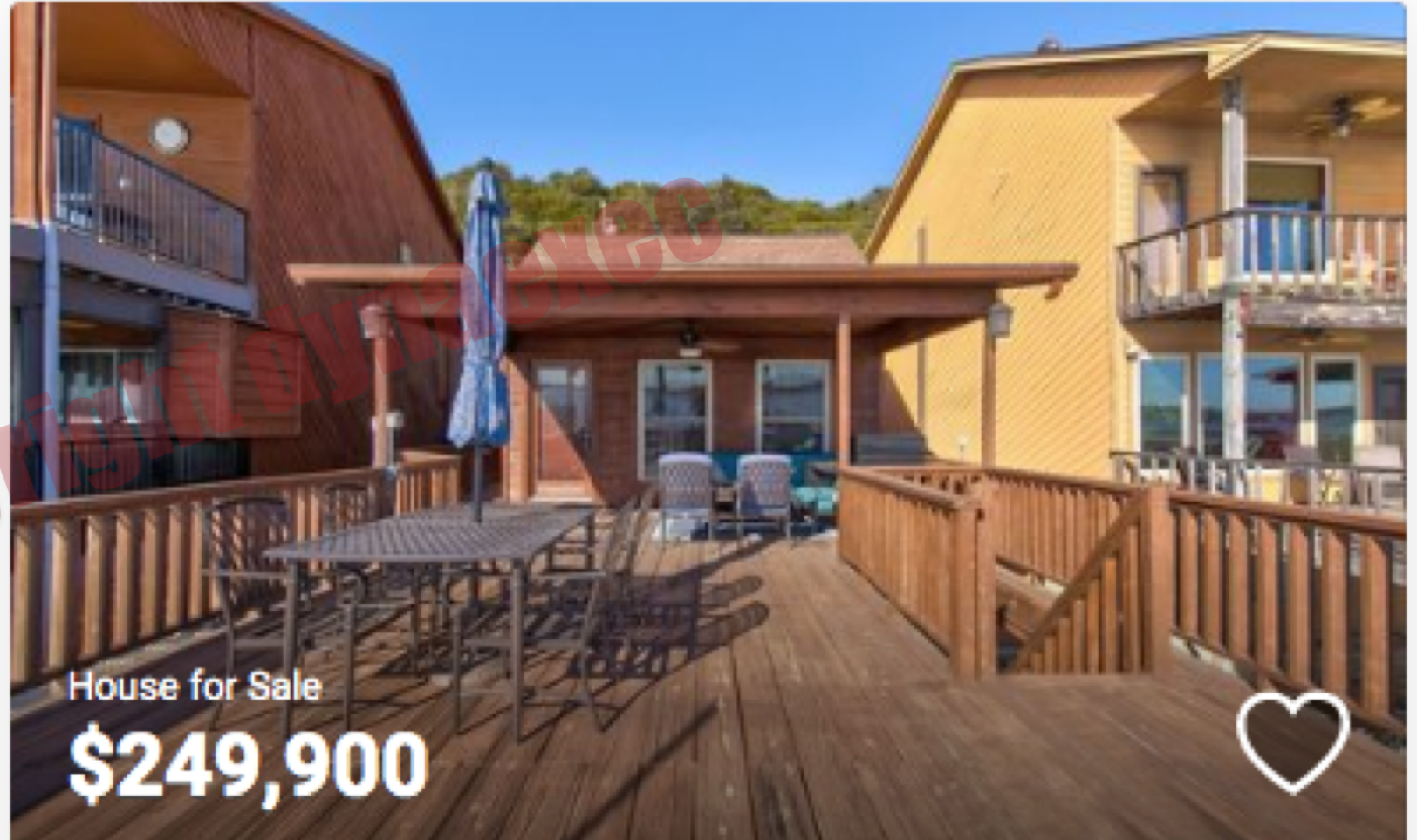
Loft

Carport

760 sq ft

Built in 1981

\$249,900



1 bed 1 bath 760 sqft 871 sqft lot



LISTING DESCRIPTION – AFTER VISNOSTICS

Did you know that the Texas Corp of Engineers do not allow homes to be built directly on the lake? Did you know that there are only 30 very rare lots that have homes built over the water? These homes are purchased for the lots alone. Imagine waking up to the aroma of coffee brewing in your brand new kitchen with custom wood cabinetry and upgraded granite countertops, grabbing a warm cup of your favorite java, walking out your door and finding yourself standing on a deck above the Brazos River! Listen to the sounds of nature and watch ducks swim just feet from where you are standing, feel the warmth on your face as you watch the sun rise. If this is something you WISH you could experience today, there is just ONE of these homes available and it just came on the market but it will go fast so you don't have much time. To nab this low maintenance, newly remodeled Lakehouse for less than \$250k, PM me on Facebook for details before it becomes a bidding war.

EXPERIENCE!
DREAM!
HOW THEIR
LIFE WILL BE
BETTER
LIVING IN
THIS HOME!



<https://behrenscondos.com/>

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WHO NEEDS CENTRAL PERK, WHEN I CAN GET MY “FRIENDS” TO MEET AT FABLED BOOKSHOP AND CAFÉ?

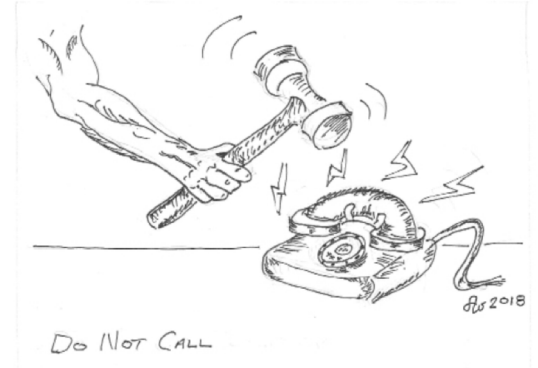
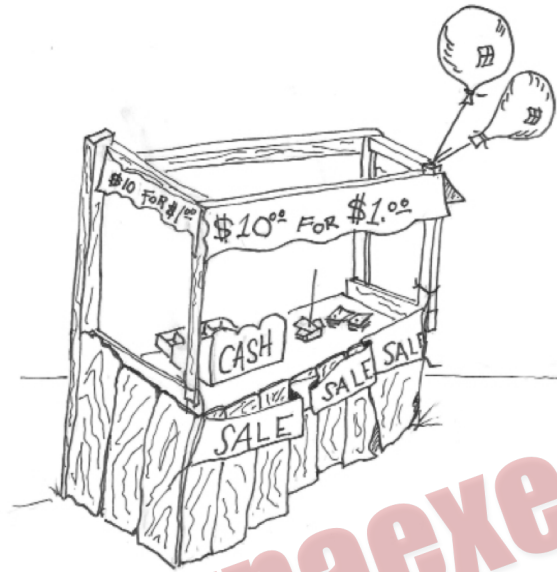
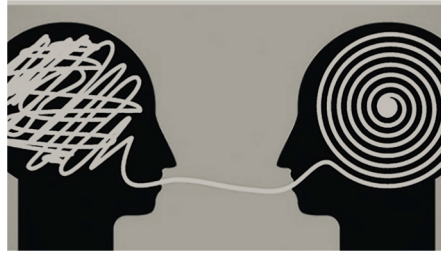
I’LL BE LIVING IN THE BEST OF BOTH WORLDS – MY HOME WILL HAVE THE QUALITY WORKMANSHIP ONLY FOUND IN BUILDINGS FROM 1913, YET ALL THE MODERN TECHNOLOGY OF 2020!

MY CONDO IS JUST MINUTES FROM THE HIPPODROME, RESTAURANTS, BOUTIQUES, SILO DISTRICT AND BAYLOR.

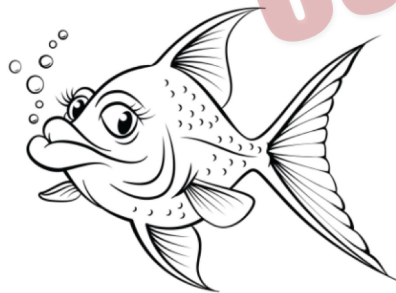
AND I’LL HAVE QUALITY TIME TO ENJOY MY NEW LIFE WITH THIS LOW MAINTENANCE HOME!

IF YOU WISH YOU COULD SAY THAT YOU LIVE IN A CONDO IN DOWNTOWN WACO WHERE YOU CAN EXPLORE AN INCREDIBLE HIPSTER LIFESTYLE, WE HAVE SEVERAL SIZES AND STYLES TO FIT ANY NEED.

CONTACT US FOR THE SCHEDULE OF OUR PUBLIC TOURS OR YOU CAN ENJOY A PRIVATE TOUR TO WALK THROUGH ALL OF THE AVAILABLE UNITS.

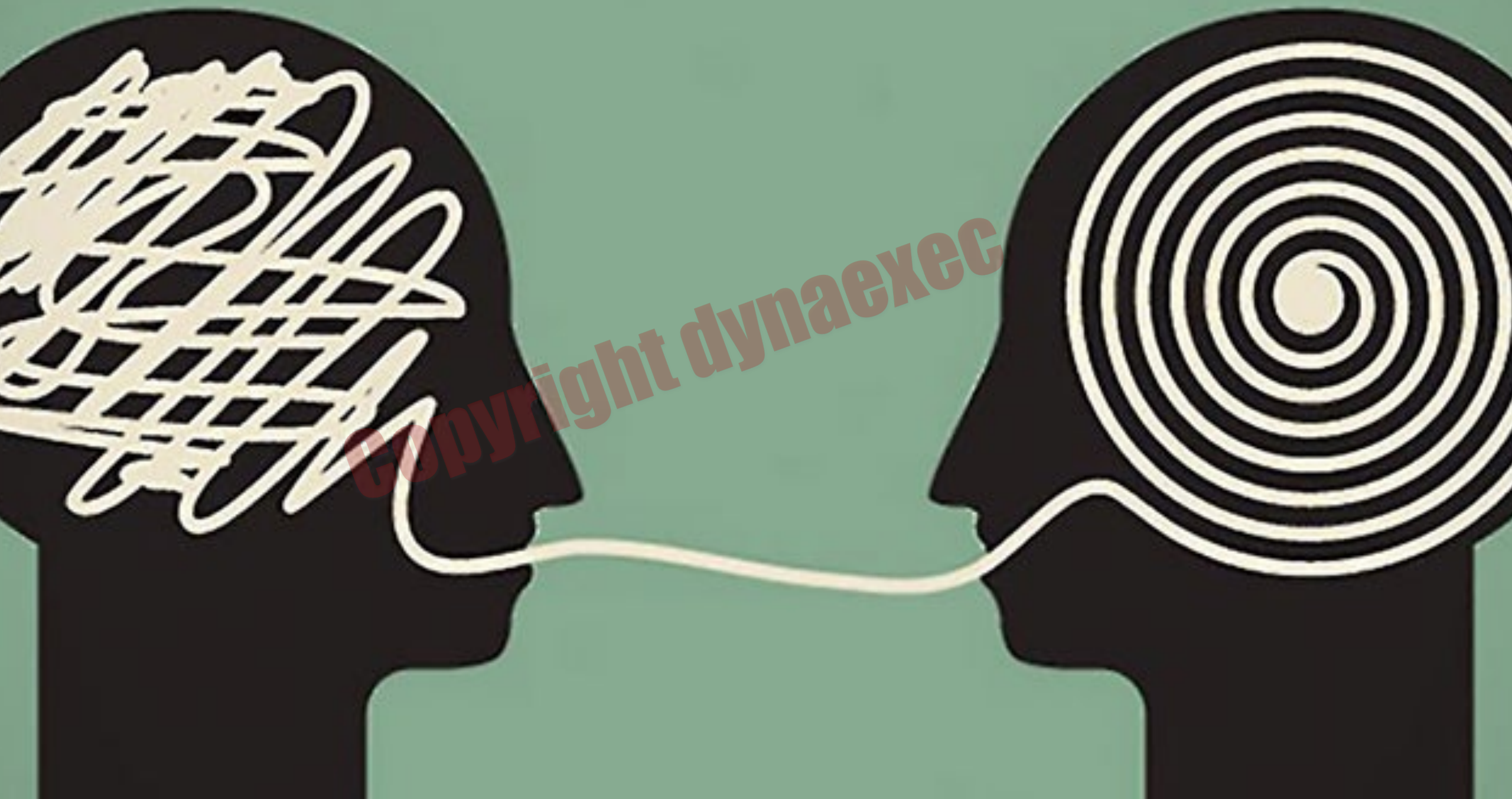


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RTH



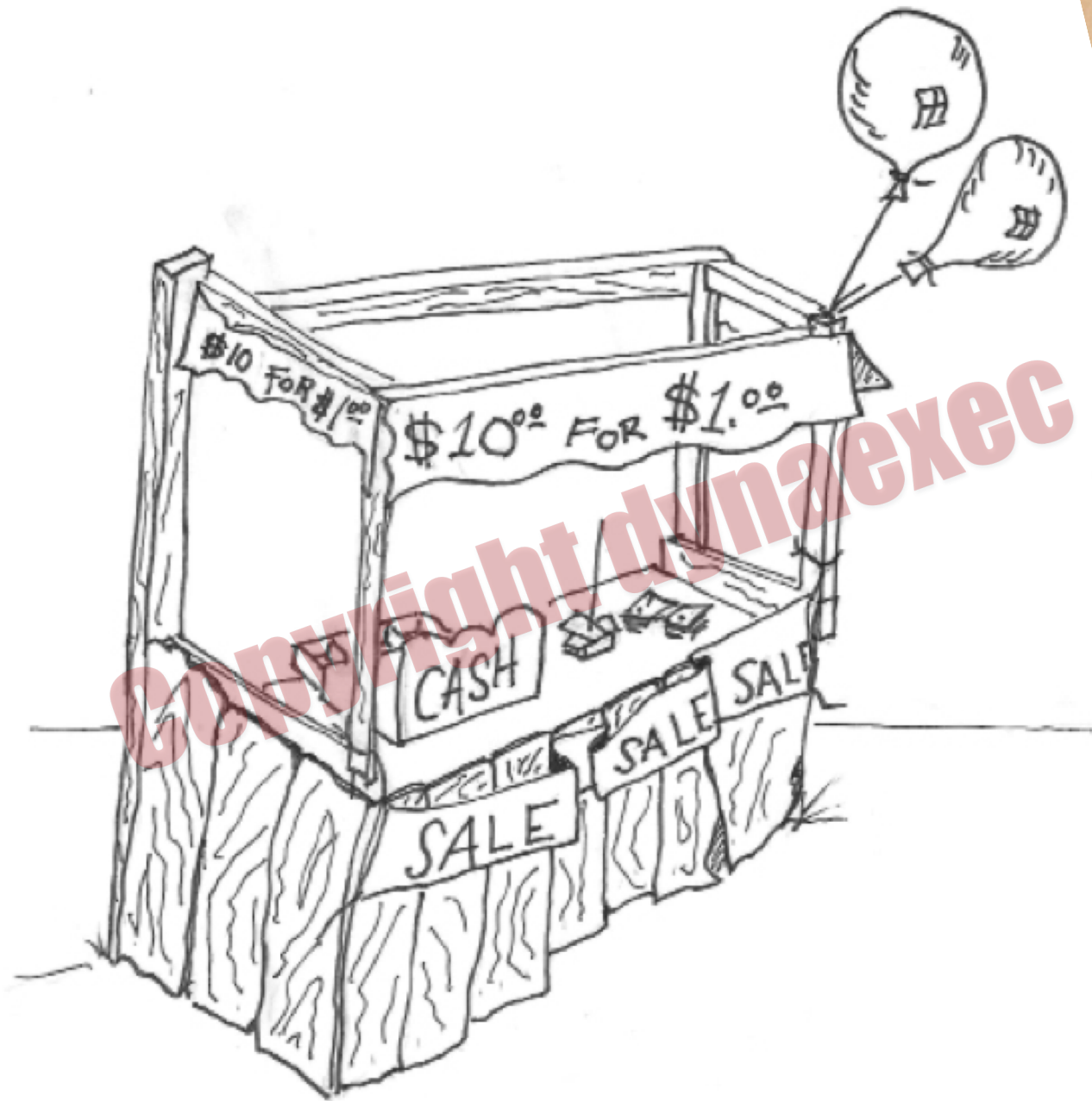


**BEACHFRONT
BARGAIN HUNT**

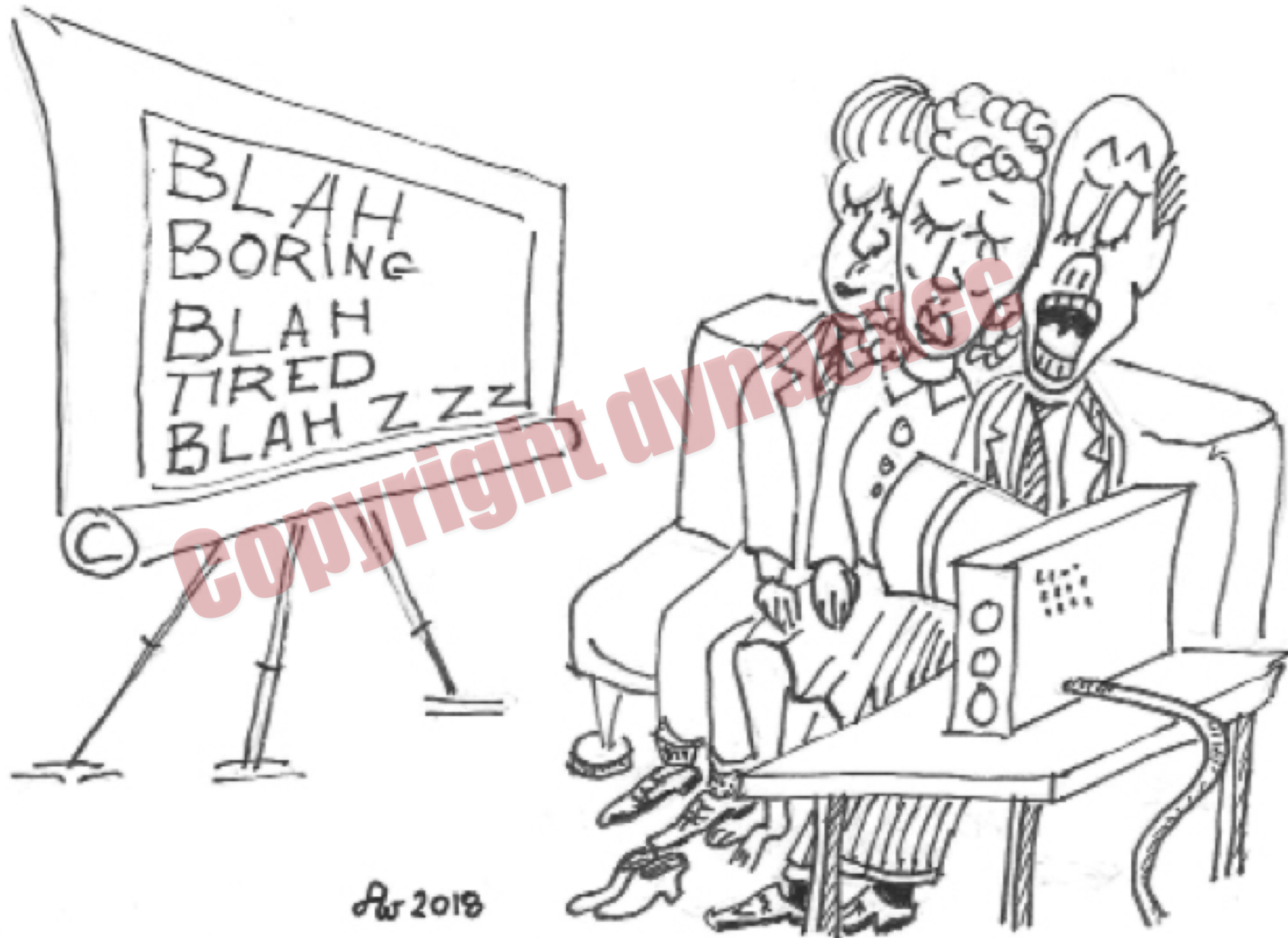
SUNSET BEACH

HGTV





As 2018



Apr 2018

shopping list

produce

apples

bananas

lemons

spinach

kale

celery

cucumber

yams

red onion

garlic

dairy

yoqurt

butter

eggs

keifer

MEAT

chicken

dry

peanut butter

canned tomato

pasta

black beans

MISC

t.p.

la croix

laundry det.

TRY
HARDER!



Apr 2018

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Company Name:

Date: 2004

Because the XYZ solution is very robust, and we have a limited amount of time to demonstrate the software, please take a moment to answer the following questions so our presentation can be customized for you and your company.

1. Attendees

Name	Title	Function

2. Specific "Deleted" Concerns – What are THREE "challenges" that you are tasked with or most concerned about?

Name	Challenge #1	Challenge #2	Challenge #3
	Compliance	No budget	With (competitors name) today

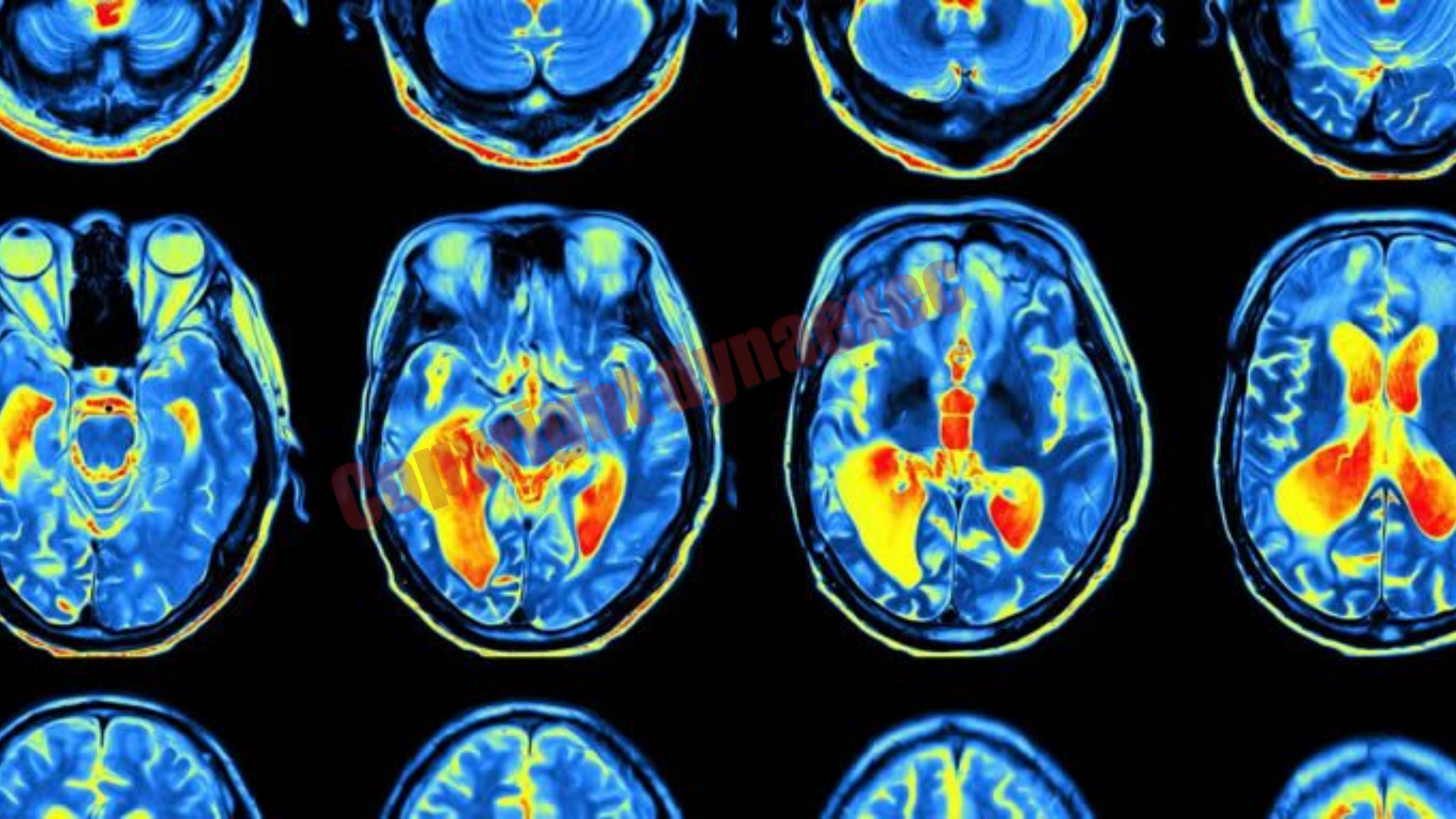
3. Please put a check mark next to one of the three options describing your current situation with back-up and restore

Would LIKE to say this	SAY this TODAY	NA, Not Important or do not know (?)	Challenge Statement
✓			Restore is a simple and visual process
	✓		Quickly and easily find and restore missing files
✓			Avoid wasteful and costly differential back-up jobs
✓			In seconds, scroll back in time to view past server state
✓			Missing files and directories are seen as conspicuous cross-hatched objects and a single click launches the restore job
✓			Reduce hardware costs by exploiting inexpensive serial ATA-devices.
	✓		Decrease backup time
✓			Ultra quick restores from disk
✓			Integrate Disk-to-Disk-to-Tape with Synthetic Full Backup to maximize benefits.
		N/A	Backup time shrinks drastically
✓			Only incremental backups are needed. (XYZ performs full back-ups 1x wk)
✓			Reduce network traffic by only sending incremental data over the LAN.
✓			Restore time is optimized since restore is from the synthetic full job on disk/tape.
✓			Potentially run incremental backups forever and synthetic fulls.
✓			Avoid wasteful and costly differential back-up jobs
	✓		Create offsite tapes during your regular, nightly backups
✓			Simultaneously write to disk and tape
✓			Save time by not having to re-run backups or having to duplicate tapes during the day.
✓			The ability to backup through a single port created as a secure outbound connection.
✓			No open (inbound) ports are needed for backup
	✓		The ability to restart a job from the point of failure
		?	The ability to pause an active job midstream?
		?	Failed backup jobs over the LAN can be automatically restarted and pick-up from where they left off and not restart the job over from the beginning
	✓		Pause and restart an active job at any time for any reason
		?	Ability to restore your own data through a web browser
		?	Personalize XML-based reports
✓			Align costs with SLAs
✓			Vendor appreciates you and treats you as a valued partner



TWO WAY COMMUNICATION

2018

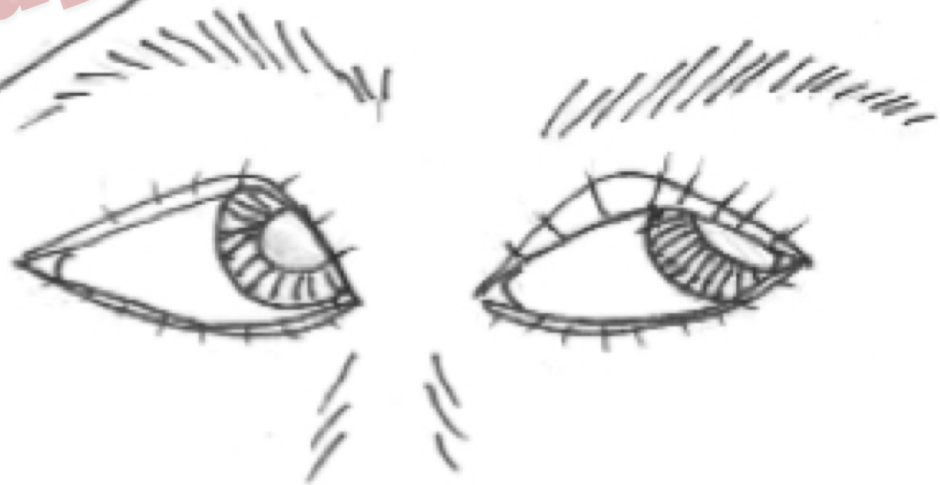




UPPER LEFT

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UPPER RIGHT

AUDIENCE EXERCISE – 5 SECONDS

I'M GOING TO SAY A WORD. DESCRIBE WHAT
YOU SEE ...









STUDENT
DEBT

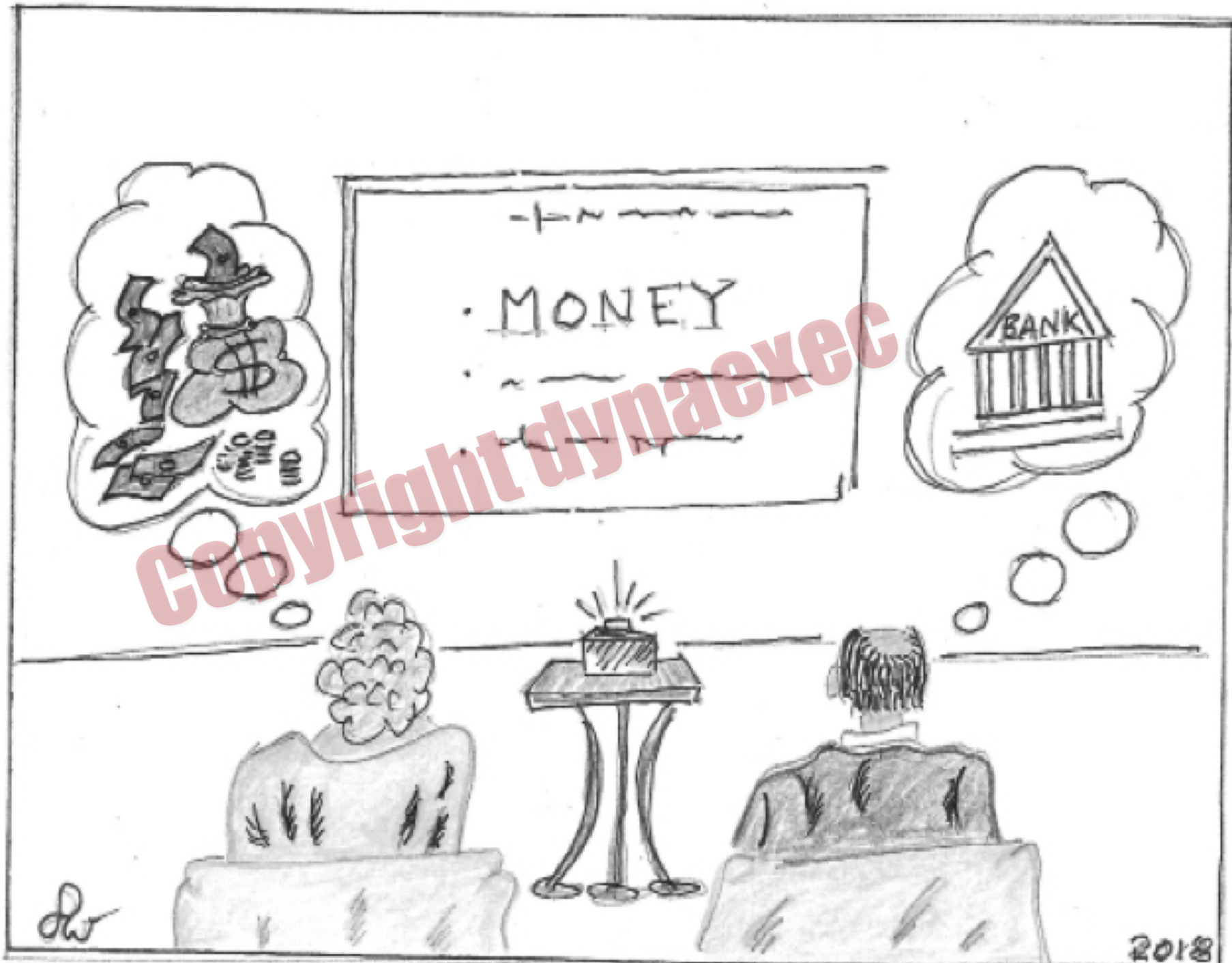


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MONEY

BANK

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dw

2018



Gen Z	Millennial	Gen X	Baby Boomer
Born Between 1995 - 2015	Born Between 1980 - 1994	Born Between 1965 - 1979	Born Between 1944 - 1964

What's Your Personality Type?

Use the questions on the outside of the chart to determine the four letters of your Myers-Briggs type. Consider each of letters, I choose the side that seems most natural to you, even if you don't agree with every description.

1. Are you naturally more socially focused? If you:

- Consider yourself an extrovert
- Enjoy social activities
- Are comfortable in front of groups
- Are energized by social interaction
- Prefer to work with others
- Are outgoing

E
Extroversion

- Prefer to work alone
- Are energized by solitude
- Are comfortable in quiet settings
- Are more reserved
- Are more private
- Are more reserved

I
Introversion

2. How do you prefer to take in information? If you:

- Are more focused on the present
- Are more focused on the future
- Are more focused on the past
- Are more focused on the present
- Are more focused on the present
- Are more focused on the present

S
Sensing

- Are more focused on the future
- Are more focused on the future
- Are more focused on the future
- Are more focused on the future
- Are more focused on the future
- Are more focused on the future

N
Intuition

ISTJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ISFJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	INFJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	INTJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.
ISTP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ISFP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	INFP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	INTP The conservative, practical, logical, and organized person who is a doer and a taskmaster.
ESTP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ESFP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ENFP The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ENTP The conservative, practical, logical, and organized person who is a doer and a taskmaster.
ESTJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ESFJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ENFJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.	ENTJ The conservative, practical, logical, and organized person who is a doer and a taskmaster.

3. How do you prefer to make decisions? If you:

- Are more focused on the objective
- Are more focused on the subjective
- Are more focused on the objective
- Are more focused on the subjective
- Are more focused on the objective
- Are more focused on the subjective

T
Thinking

- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective

F
Feeling

4. How do you prefer to live your life? If you:

- Are more focused on the objective
- Are more focused on the subjective
- Are more focused on the objective
- Are more focused on the subjective
- Are more focused on the objective
- Are more focused on the subjective

J
Judging

- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective
- Are more focused on the subjective

P
Perceiving

• ~~MONEY~~

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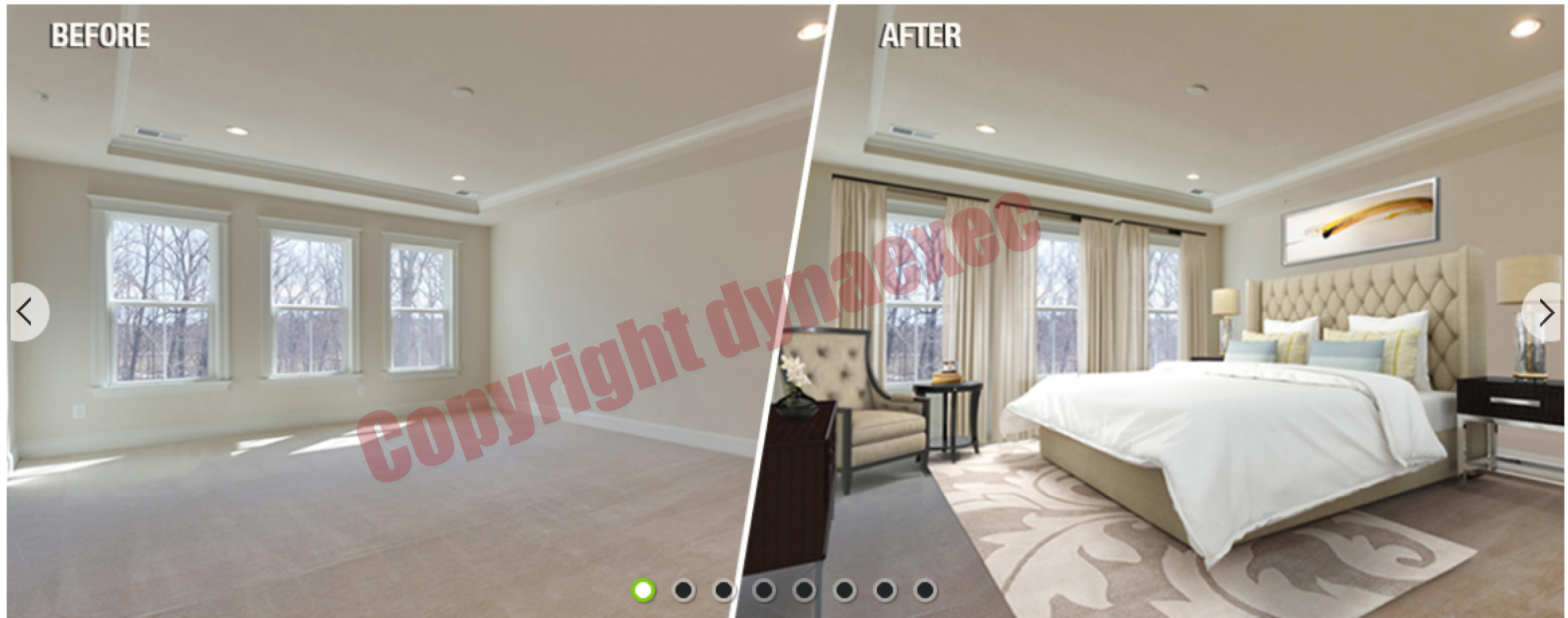
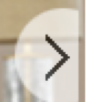
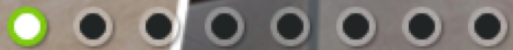




BEFORE

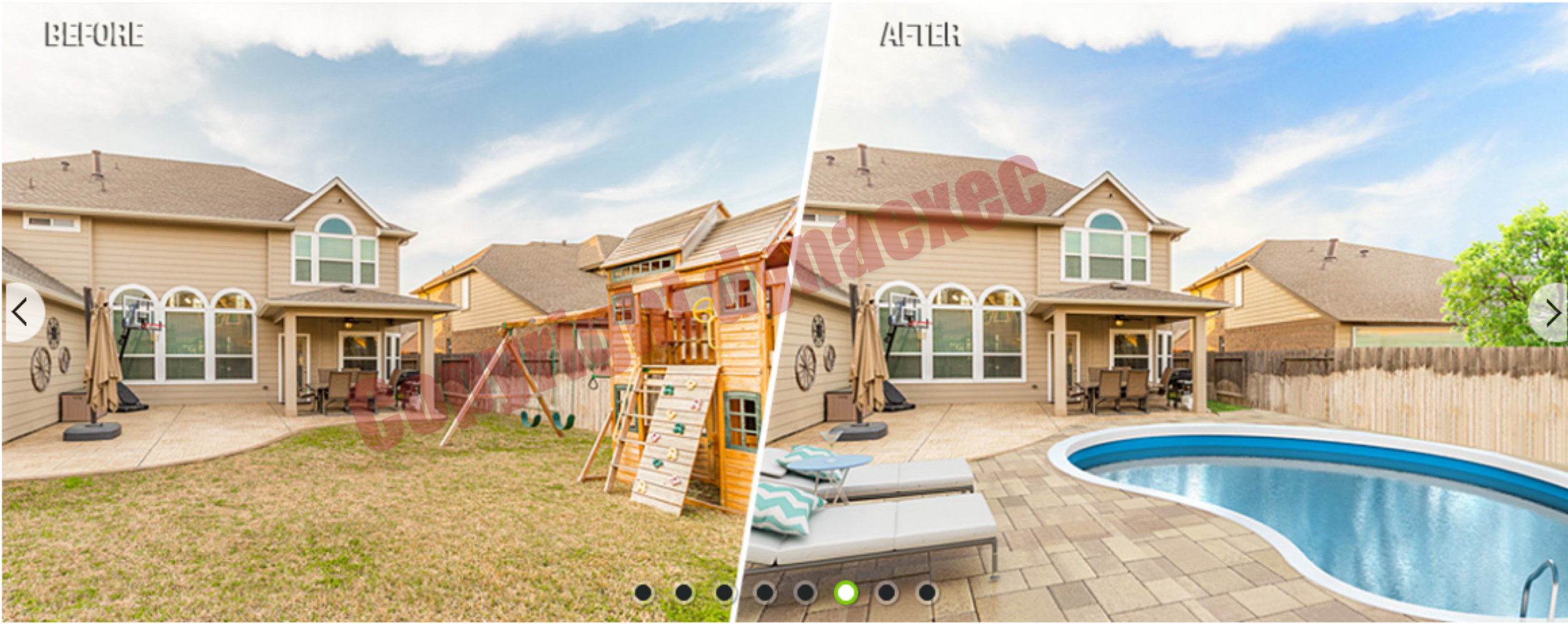
AFTER

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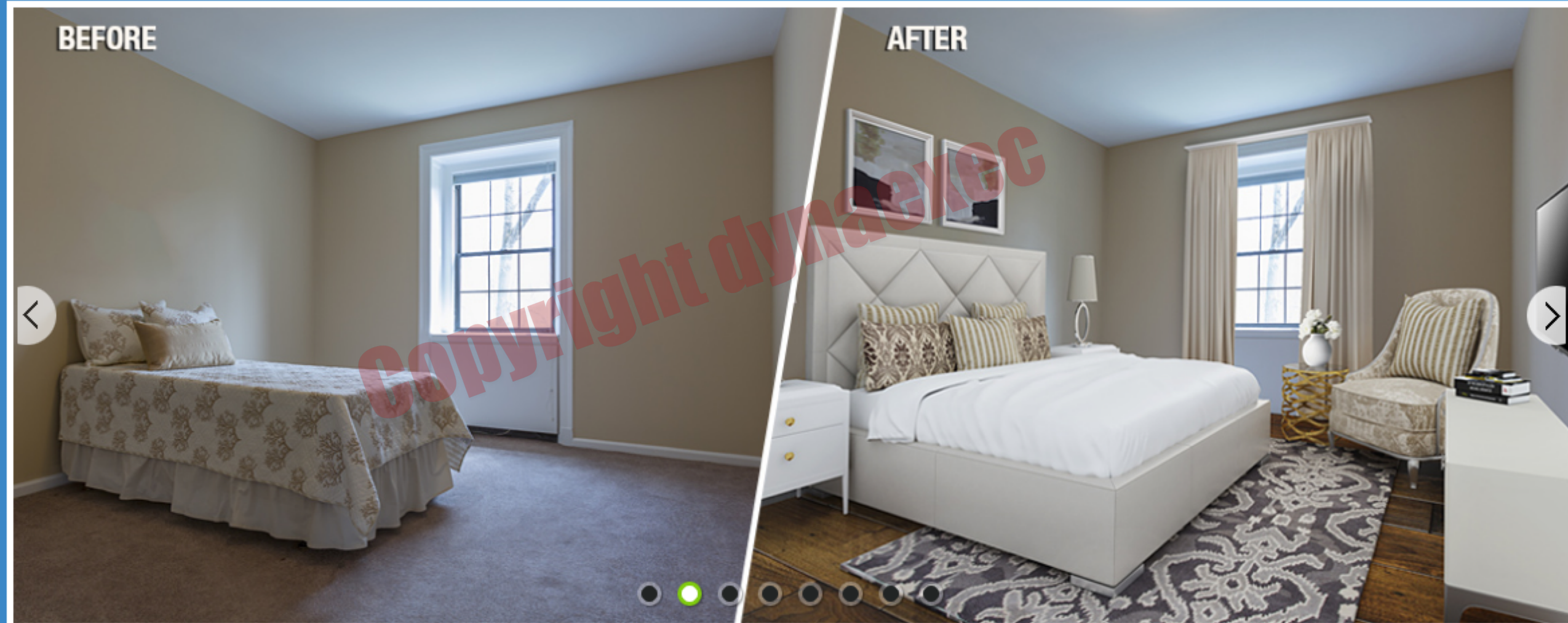
BEFORE

AFTER



BEFORE

AFTER







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AW 2018

DO NOT CALL

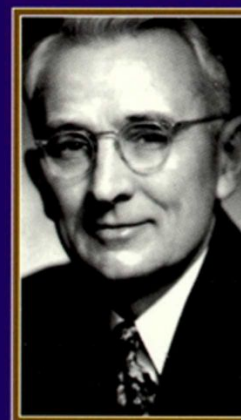


2018



I love science! This is the first MRI of a mother kissing her baby. Her kiss has caused a chemical reaction in her baby's brain that released a burst of oxytocin (a hormone that produces feelings of affection and attachment). ❤️ It's an MRI of love! ❤️

HOW TO WIN FRIENDS & INFLUENCE PEOPLE



THE FIRST—AND
STILL THE BEST—BOOK
OF ITS KIND—TO LEAD
YOU TO SUCCESS

Read by Andrew MacMillan

by **DALE**
CARNEGIE





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©w 2018

AUDIENCE EXERCISE





Here is the before and after listing of the home at 10613 Madrid Court, Waco, TX 76708

BEFORE other agent: **Quiet cul-de-sac in China Spring ISD. Super convenient location to all things China Spring. Built in 2015. Downstairs open flooplan, great kitchen with refrigerator open to large family room and half bath. Upstairs 3 bedrooms, two baths. Nice master suite with attached laundry area**

BEFORE mine: Cute 3 bedroom, 2-1/2 bath home on a quiet cul-de-sac in the Cougar Ridge Addition, China Spring ISD. Close to shopping, restaurants and the Waco Airport. Also for those who like to fish, swim or just relax by the water, Lake Waco is just minutes away. Home was built in 2015. Enjoy the open concept living. Kitchen features updated appliances and granite coutertops opens to the large family room with half bath. Retreat upstairs to the bedrooms and baths with adjoining laundry room. Call today for your private showing.

VISNOSTICS: **"My home is my retreat! It is located on a quiet, traffic-free cul-de-sac that is a safe place for our kids to play. I feel like I'm living a care-free life in the country yet with the social benefits of a friendly, and caring neighborhood. We love to entertain in the great room with our family and friends and even when I am preparing food for our guests, my dream kitchen allows me to continue being part of the fun. As each day comes to an end, I look forward to my biggest decision being whether to take a relaxing bath in the master's garden tub or to take a long hot shower in the separate shower instead. And laundry is almost fun because it is now a snap with accessibility being just steps away through the master bath or upstairs hallway."** If you'd love to say these things, call me for a private showing of this perfect dream and memory-making home.

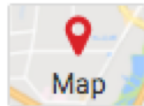


For Sale - Active

VR Tour

1 / 24

[Prequalify with Chase - Find Your Loan](#) | [Veterans: Check Eligibility for a \\$0 Down VA Loan](#)



Map

3	2.5	1,812	6,098
beds	baths	sq ft	sqft lot

\$199,900

Commute Time [10613 Madrid Ct, Waco, TX 76708](#)

[Estimate Payment](#)

AUDIENCE EXERCISE





remaxcentex.marketing@gmail.com

'Kim'; 'Denise Fair'

Wednesday, January 29, 2020 at 9:10 AM

[Show Details](#)

→ You forwarded this message on 1/29/20, 10:47 AM.

[Show Forward](#)

Hi Kim, I'm thrilled that you are going to be at the convention this year. I can't tell you how much I enjoyed your seminar that you did for us here in Waco. I do want to tell you that my husband, David read your book, and he NEVER reads books like that. Anyway, he really enjoyed it and rewrote his whole resume using what he learned from your book.

David is a contract aircraft engineer so he has worked at a lot of companies, so his resume is quite extensive. After he rewrote his resume using techniques he learned from reading your book, he then updated it to several of the contract houses he's worked with. Within a week he has started getting offers from all over, I'm talking 6-7 a day!!! I am not joking! Even with the aircraft business booming like it is, that is unheard of- usually it's that much a week. Needless to say he was very impressed, and trust me nothing impresses my husband very much.

I told him you are going to be at the convention this year as a speaker and his response was, Wow if she has another book get it. If you knew my Dave, you know that is the highest compliment anyone could ever get. Keep up the great work and I look forward to seeing you in Houston.

Becky Woodward

WORK EXPERIENCE:

Premier Account Specialist

3/14/17-Current

- spends \$1,457,933 annually on Platinum Support as a result of our daily engagements.
- My 17 implementations yield \$2,023,000 in annual spend on Premier Support.
- Elected by peers to receive the Award for Product Support FY19.
- Attended 30% more on-site meetings than any other rep in the org.
- Elected Leader for multiple Support Teams in FY19.
- Consistently Exceeding Standard stats for all tracked metrics.
- Selected as Chief Fun Officer for , building community and culture in the Austin Office.

Sales Area Manager

7/7/15-10/1/16

- Initiated \$416,537 investment made in Q2 FY16 by as a result of POC for Executive Team.
- Closed \$271,510 in revenue resulting in \$738,605 total income for the business by landed 50 net new logos.
- 7% response rate resulting from LinkedIn Campaign. Named Team's Leading Social Seller.
- 2 time VP Club award winner through quota attainment.
- Expertise in Healthcare, Education, and Commercial with +1000 Employees and under \$1B Revenue.

Associate Sales Representative

6/7/14-7/1/15

- 38% increase in meetings scheduled from "California Natural Disaster Relief" campaign.
- Presented with the "First Impression" award, 1 of 30 individuals recognized of the 200 new hires.
- Enhanced speaking skills through Toastmasters Club Membership.
- Developed team-building skills/morale by coordinating team meetings, events, and mentoring new team members.

Video Producer

2011-2014

- 16% of support calls reduced by creating instructional tutorials.
- Directly reporting to Visioneer CFO, headed collaboration between Xerox Marketing and Visioneer business units.

EDUCATION:

Sales Training

Seattle, WA

6/14-7/14

- The Skip Miller and John Barrows Training furthered my sales techniques.
- Formal training in one of the most desired skillsets in today's marketplace.

Sales Academy

Burlingame, CA

6/14-7/14

- The Sandler Sales Methodology and Costigan Training enhanced my sales skills.
- Educated in IT from applications to database to storage and more.

The University of

2011-2013

- Graduated with a 3.325/4.0 GPA.
- University Honors and Dean's List both recognized me as an outstanding student.
- Beta Upsilon Chi (Brothers Under Christ) Pledge Class President and Chair Member.

KIMBERLEE SLAVIK

Over \$2 Billion in Complex Enterprise Technology Sales |
Sales leader | Mentor | Top Salesperson |
Business Strategist | P&L Business Manager |
Inventor of Visnostics™ | Best Selling Author | CEO of DynaExec

www.linkedin.com/in/kimslavik kimslavik@dynaexec.com Dallas, TX

RESULTS:

- ✓ Sold or participated in selling over \$2 billion worth of software, products, & services during a 30-year career
- ✓ Best Selling Author and inventor of Visnostic Selling Series
- ✓ Exceeded quota for 26 years of a 30 year career averaging almost 200% of plan
- ✓ Award Winning Global Sales Leader
- ✓ Over 85 unsolicited recommendations on LinkedIn from clients, peers, direct reports, indirect reports, and management validating accomplishments
- ✓ Exceeded \$900 million dollar revenue objectives while managing a complex, 70+ person storage team with P&L (Profit and Loss) accountability for HP
- ✓ Recipient of numerous sales awards by focusing on post-sales support and customer references

SPECIALTIES:

- ✓ Surpassing sales objectives
- ✓ Inspirational Leadership Style
- ✓ Marketing and Sales Liaison
- ✓ Expert at selling intangible offerings
- ✓ Excellent post-sales client relationships
- ✓ Member of multiple advisory boards
- ✓ Training and education development and execution
- ✓ Transforming salespeople into top performers
- ✓ Exceptional business acumen & P&L (Profit and Loss)
- ✓ 15 years of people leadership
- ✓ Excellent communication & presentation skills
- ✓ Key Note Speaker
- ✓ Collaborative team player leading multiple teams towards a common goal
- ✓ Project management & organizational skills
- ✓ Organizational design & coaching high-performance teams
- ✓ Enterprise channel strategy development & execution
- ✓ C-level executives & senior execs sales closures
- ✓ Indirect enterprise channel sales & marketing
- ✓ Expertise in technology – including SaaS (Software as a Service), cloud, storage, virtualization, & business continuity

EDUCATION:


- ✓ Summa Cum Laude from LeTourneau University, with a Bachelor of Science degree in Business Administration.
- ✓ Certified by Southern Methodist University in "Leading the High-Performance Sales Organization."
- ✓ Currently pursuing an MBA degree in International Business at Heriot-Watt Business School in Edinburgh, Scotland.





LIFE PHILOSOPHY:


"People can take away your materialistic possessions but nobody can take away your integrity or ethics. So protect your reputation carefully; your behavior is how you will be remembered, not the car you drive."

MOST PROUD OF:

 The courage to make ethical decisions despite career setbacks.

 Inspiring others by mentoring over 30 people during my personal time.

 Taking a year off to write FIVE books about Sales and Sales Leadership.

 My ability to balance my personal life and my career resulting in over 30 years of a loving and successful marriage and a wonderful adult son.

ENTERPRISE TENURE:

- Over 6 years at Fujitsu/Amdahl
- Over 2 years at Oracle
- Over 10 years in Business Continuity at Arcus/Iron Mountain and Sungard Recovery Services
- Over 4 years at HP
- 1 year at Hitachi



AUDIENCE EXERCISE



“We have worked with Randy over the last 15 years or so in all our personal real estate transactions. He has acted as our agent/broker on three different properties of ours. In all cases Randy was always of the utmost integrity, completeness of task, acted in the best interest of all parties, gathered our requirements accurately and never put any unnecessary pressure on us to do something we did not want to do. He is a true professional and I would recommend Randy to anyone I know or don’t know. One most important factor I do not want to miss is, his knowledge of the markets, and understanding how to price homes to sell them is outstanding. (IE) In all three transactions where he sold our properties for us he sold them and had a contract on all of them in less than one week when the market was running at 100 days plus to contract. In summary, Randy White is a true professional, and no matter in the future whatever real estate transactions we are involved in, you can count on it that we will be securing Randy White to handle them for us!! ”

“We have worked with Randy over the last 15 years or so in all our personal real estate transactions. He has acted as our agent/broker on three different properties of ours. In all cases Randy was always of the utmost integrity, completeness of task, acted in the best interest of all parties, gathered our requirements accurately and never put any unnecessary pressure on us to do something we did not want to do. He is a true professional and I would recommend Randy to anyone I know or don’t know. One most important factor I do not want to miss is, his knowledge of the markets, and understanding how to price homes to sell them is outstanding. (IE) In all three transactions where he sold our properties for us he sold them and had a contract on all of them in less than one week when the market was running at 100 days plus to contract. In summary, Randy White is a true professional, and no matter in the future whatever real estate transactions we are involved in, you can count on it that we will be securing Randy White to handle them for us!! ”



***My Real Estate Agent had a contract
on all three of my homes in less than a
week when all the other Agents were
averaging 100 days or more!***



AUDIENCE EXERCISE



I know exactly what price my home would sell for today.

I am aware of what I will net at closing when I sell my home.

I already have my next home picked out.

I have a timeline for when I want to sell and be in my next home.

My home is the top-viewed home on Zillow for my neighborhood.

My home is ready to be photographed and is staged appropriately for marketing.

My home could sell for top-dollar in its current condition.

I desire a hands-off, resort-like experience when selling my home.

If I am not satisfied with my Agent's performance + communication, I want the option to cancel our agreement.

I know the home buying process in Texas from beginning to end.

My Agent only shows me homes in my criteria, or I request to see.

My Agent doesn't obligate or "hard sell" me on a particular home.

My Agent points out minor and major cosmetic/material flaws in every home we see.

I receive comps on every home I consider offering on, so I don't over-extend.

My Agent has an "off-market" list, and reaches out to other agents for "coming soon" listings.

I'm confident I know what my closing costs will be on buying a home.

I don't feel nervous or anxious about buying a home.

I can effectively forecast appreciation for each home I see.

I have a trusted Agent-resource for my neighborhood.

My Agent has an extensive track record selling homes.

I communicate regularly with my current Real Estate-resource.

I have other resources i.e. local lenders, licensed contractors, inspectors, and other top professionals.

I feel comfortable navigating the TREC contract, addendums, amendments, disclosures, title docs and survey.

I can confidently negotiate on my behalf what is important to me in a real estate transaction.

My Agent communicates with us on nights and weekends, if needed.

I know how to interpret a closing disclosure so I know who pays for what in a transaction.

I know the tangible and intangible factors that drive home prices in my area.

AUDIENCE EXERCISE



AUDIENCE EXERCISE

3 BEDROOM, 2 BATH HOME AND 30X40 SHOP FOR SALE IN WASHINGTON SCHOOL DISTRICT ON 2.4 ACRES

POSTED ON MAY 28, 2019 BY DEBORAH

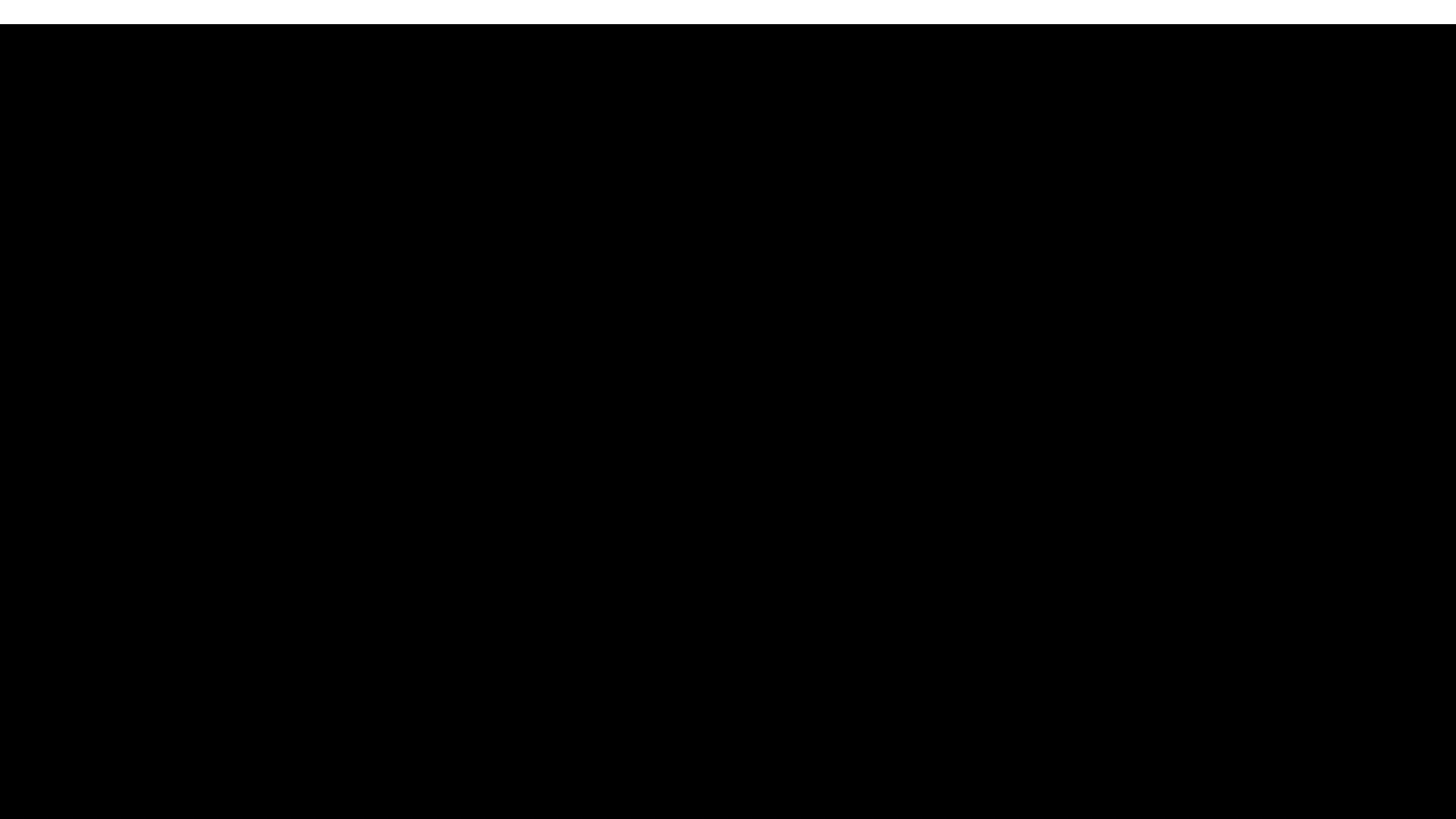


Sweet little home that's neat as a pen, on rural acreage with no restrictions! 2.4 acres is fenced on all 3 sides... has a nice 30X40 metal shop with RV hookup, concrete floor, has electric and plumbed for water and sewer. Good production water well and City Water Tap is installed, but not in use. All this in the Washington School District! What are you waiting for!

<https://www.facebook.com/watch/?v=2472478416138182>







<https://www.facebook.com/dstoltzrealtor/videos/425208238407503/UzpfSTU20TE1MDAyNDoxMDE1NjQxMDAyMzUxNTAyNQ/>

Do you wish you could say...

My youngest attends LAKEWOOD ELEMENTARY, and my oldest walks 5-min to Woodrow Wilson.

Our place is Fort Knox! I don't think twice about leaving my wife and kids alone.

We walk to our favorite Lakewood shops, eateries and boutiques.

The Santa Fe Trail and White Rock Lake are a 10-minute bike ride away.

I save an hour sleep each morning being 10 minutes from the office.

It's a 5-min golf cart ride to Lakewood CC.

I control everything in my smart home from my iPhone!

My wife is obsessed with closet size, shower, tub, chandelier and counter space in the master suite!

Our kitchen is top of the line, and makes me feel like a professional chef.

We cancelled our storage unit. So much storage, we feel like there's an extra room!

Air quality is laboratory-clean. I've thrown out my allergy medicine!

Stratford at Lakewood

2 / 2.1 / 2

1,932-sqft

TWO-story condo

\$287/mo HOA

Over \$120K in improvements & upgrades. Move-in-ready.

Offered at \$424,900

***Must schedule a private showing**

***Must give 24-hour notice**

Schedule now. Guaranteed to be worth your time!

👍 I have a custom home, in Colleyville, with the top-rated schools, for under \$1,000,000

👍 I love the safety and security of a gated neighborhood

👍 I love to host! Nobody misses a party at my house, and after, they talk about it for months!

👍 My big family can spread out; everyone has their own space

👍 The guest suite is on the first floor, making it easy for grandparents to visit or stay.

👍 We feel like we live at a 4-star hotel. Our pool and backyard looks like it could be in a magazine.

👍 Our house is the best sleep-over-house for the kids. Their friends never leave the game room/media room!

👍 I feel like I'm secluded, but I can get anywhere in DFW within 45 minutes.

My equity is already HUGE and my taxes are lower than my neighbors after just a few months of owning our home because we invested in a neighborhood where homes sell for well over \$1mi, yet we paid well below that, yet my children attend the same top-rated school in my city.

I never worry while away because I know my family is safe in an extremely secure gated community.

Our parties are always legendary because this house was designed to entertain and **make lasting memories for our guests**, yet it is **always comfortable and relaxing** when guests are gone!

Hosting overnight guests is never annoying because our big family can spread out and have privacy when needed.

Our older guests are more comfortable during their visit because they have own private suite on the first floor.

We save tens-of-thousands of dollars on expensive vacations each year because we prefer to enjoy our very own private retreat **almost every weekend!**

We never lose track of our children because their friends prefer to hang out at our house in their own private game/media room.

All the stress from working a long hard day disappears instantly because my home feels like it's a thousand miles away from the hustle and bustle of the big city although it's really just minutes away!

AUDIENCE EXERCISE

I'M GOING TO SAY A WORD. DESCRIBE WHAT
YOU SEE ...



BRAVO!

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Dr 2018

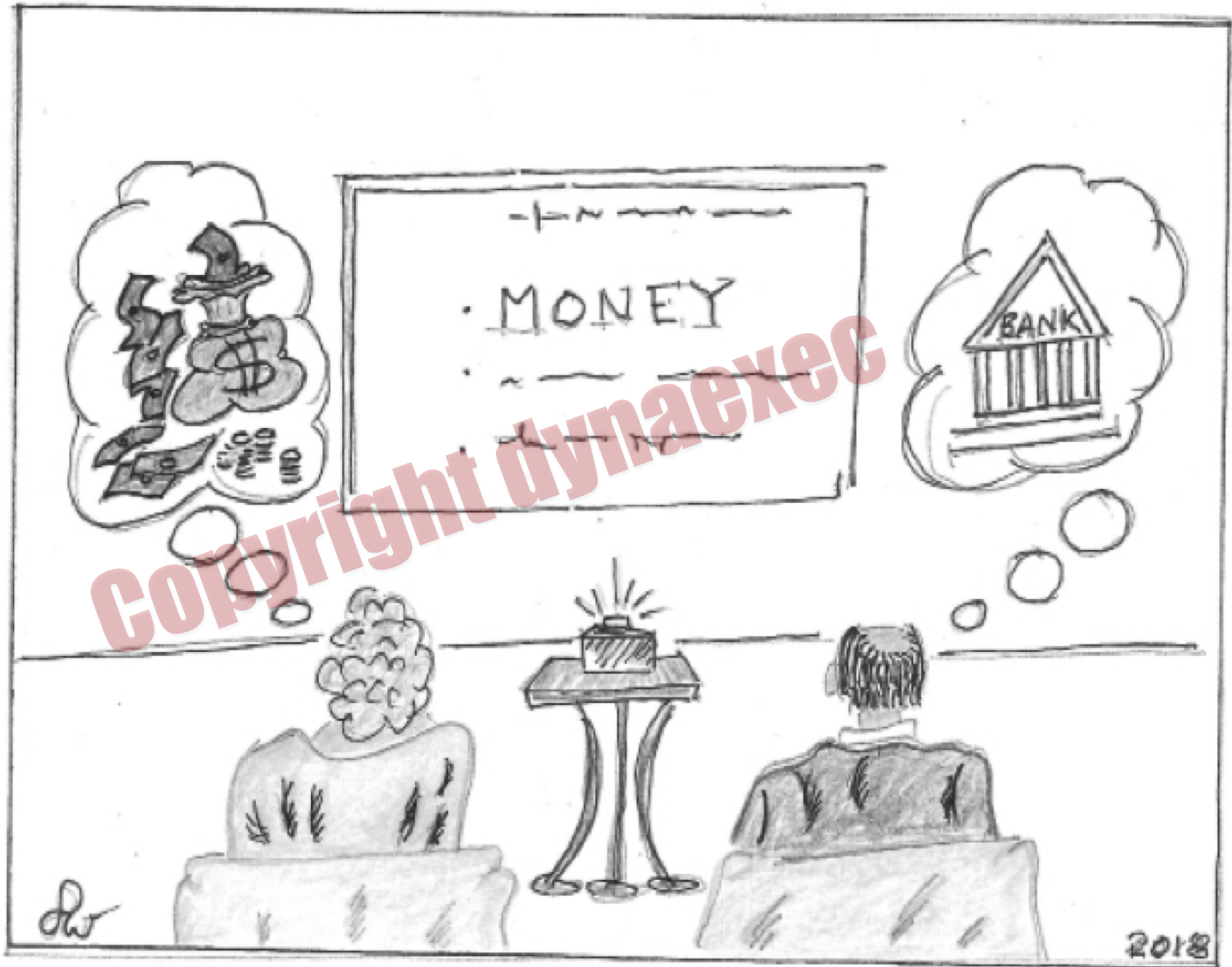
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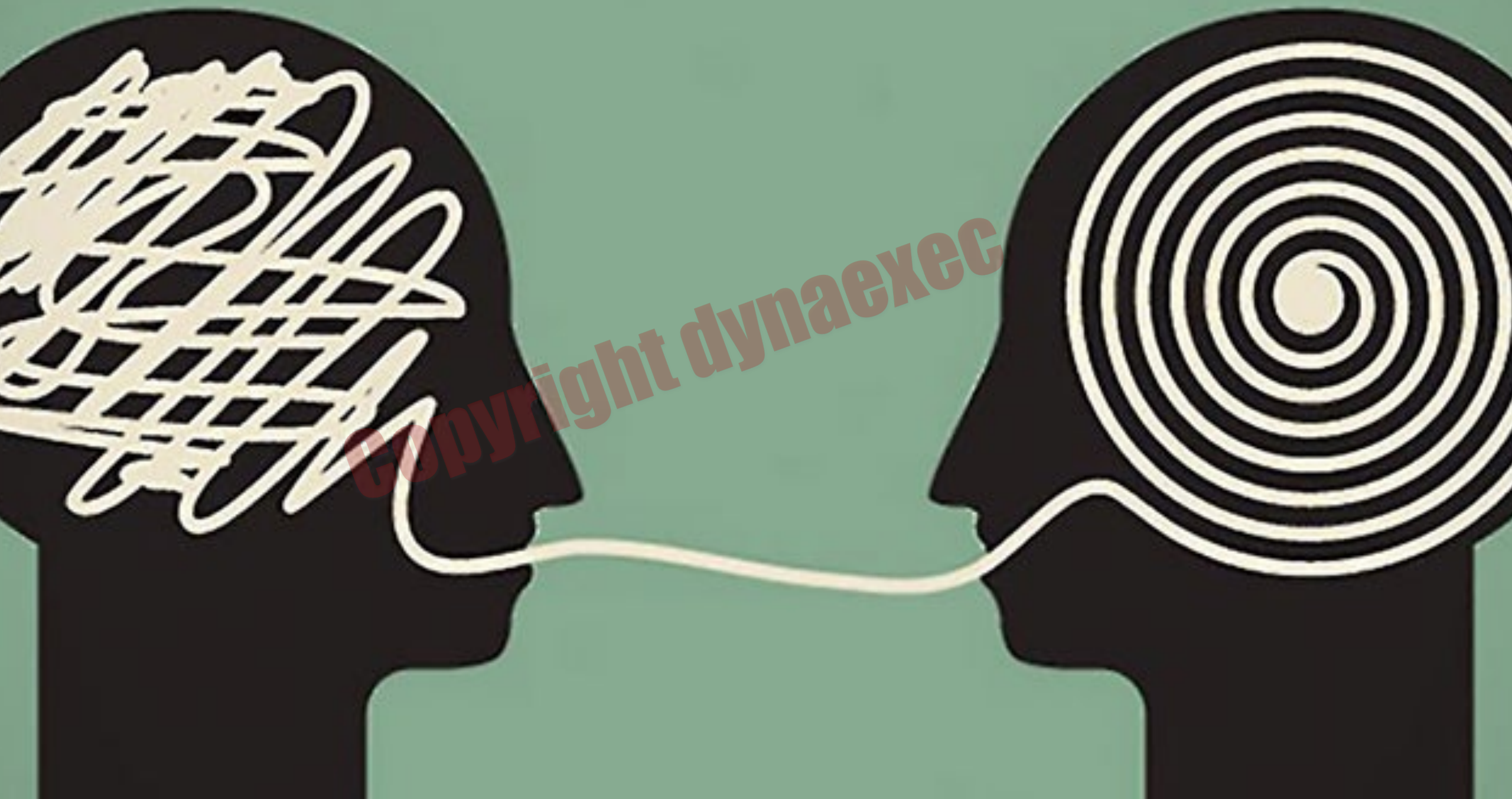
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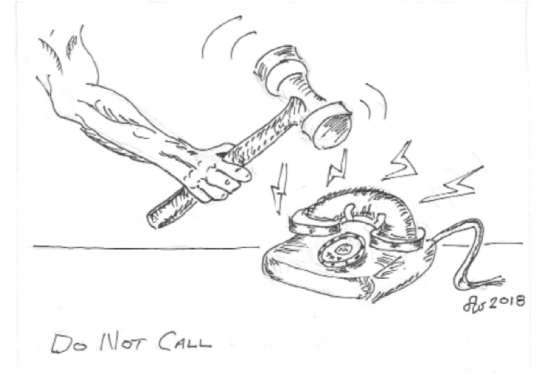
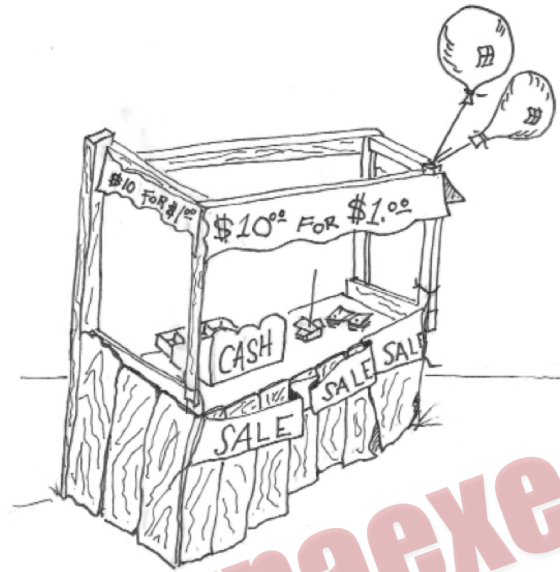
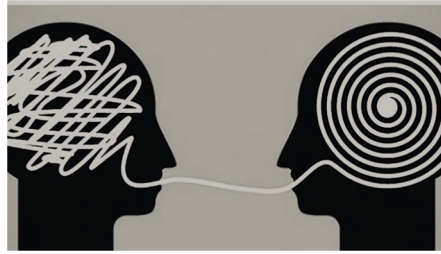


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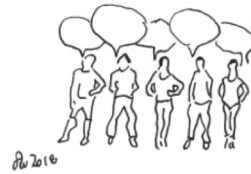
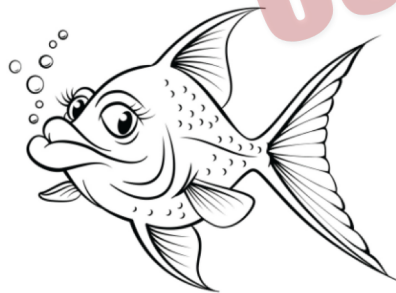


You will increase your success, grow professionally, improve rapport, and you will strengthen your communication skills- all this during this very short 40 minute presentation by learning how to translate VENDOR-SPEAK into CLIENT-SPEAK using the principles of neuroscience and VISNOTICS!





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RTH





#Visnostic

