Judy LaDeur

This NEW Workshop will show you how to attract and recruit the agents that you want, despite the industry DISRUPTERS that we are seeing today. In todays highly competitive market, you need to show and prove value if you want to recruit the best agents. That's what this workshop is all about. We will show you how to navigate through those obstacles, and come out on TOP! Don't miss this workshop.

Call 630-402-0898 to reserve your seat
October 10th – 12th 2018.
Herrington Inn
Geneva, IL

Join us for this Exciting NEW Workshop, Designed to Show YOU How to Navigate Around the DISRUPTERS in Your Market Without Disrupting Your Office Or Your Recruiting Strategy!

The Recruiters Strategic Workshop with Judy LaDeur

In today's competitive market, it takes more than being the best Broker in town to recruit the best agents in town. You must be the best option for that agent, PLUS you need to prove your value, and that requires skill.
This ALL NEW Course will teach you a new technique which focuses on the real value of what you have to offer.
I believe that in the absence of value, money becomes the substitute. Anyone can buy an agent, but it takes skill to recruit the best agents, based on the VALUE of your tools and services.
There are new business models popping up daily with innovative ideas. The top agents are being offered HUGE sign on bonuses, and very creative compensation plans. They have been labeled The DISRUPTERS in our market. Regardless of what you call it, anything that prevents you from recruiting and retaining the best agents is NOT good. This "hands-on" workshop that WAS CREATED for the market that we are seeing TODAY!

"There are many consultants who know the metrics of the brokerage business. There are a few who understand the human dynamics of clients and their firms. Judy LaDeur is among the handful throughout the industry who get both and has the experience across the years and hundreds of clients to really know where the keys to success will be for each individual client." ***-Steve Murray, President, REAL Trends***

Call 630-402-0898 or Visit www.JudyLaDeur.com

Day 1: Become the "Disrupter" in your marketplace!

- We have re-invented the 7-step interview process that has been proven to help recruiters hire 60%-70% of the experienced agents they interview, in the first interview.
- Recruit with the Value of what you offer and compete against high "sign-on bonuses".
- You'll learn how to walk your recruit through their needs and concerns, and determine if your office is the best place for them.
- Facial recognition is a key component for success in recruiting. We teach you how to look at the photo of the agent you're interviewing, know their hot buttons and how to proceed based on their behavior patterns.
- EACH Participant will be asked to submit the photos of 3 agents that you want to recruit, and we will give you 5 tips for each one, making it easier to follow up and recruit them!

Day 2: Put it into "ACTION"

- You will learn the #1 thing that prevents brokers from hiring agents on the first interview, and how to prevent it from happening.
- Get specific dialogs and techniques to overcome the 8 most common stalls or objections.
- The 5-step objection handling process is the most important tool that you have to determine the real objection, and overcome it.
- Participants learn the art of Value Closing. No more "let's make a deal" to get them signed up!

Day 3: It's "SHOWTIME"

- The reason our results are so good is that we leave NOTHING to chance. You will be observed and evaluated by myself and your peers, with lots of real time practice.
- PLUS you will observe a live interview with Judy LaDeur, followed up with various viewpoints and ideas with regard to the interview process.
- This is where your presentation, your system and your strategy for recruiting the best agents will be reviewed and evaluated, insuring the best possible results after the course.
- Learn how to follow up with the 4 different behavior patterns. Each one is different! Up to 50% of agents who join a firm, are a direct result of the proper follow up.

Results You Can Count On: Brokers tell us that they hire more agents in the first 6 months with our training, than the past 2-4 years with their previous plan. The average broker/recruiter hires 10-15 agents within 6 months, with many hiring 10+ agents in just 30 days! An average of 70% of those hires are experienced agents. Our top recruiters and brokers are hiring 50+ agents per year!

What is a program with those results worth to you? How many agents do YOU want to recruit in 2019? Call 630-402-0898 to reserve your seat at our next event today or call today to book this event for your company!

"We have 7 offices, 354 agents and are #8 in the US for our brand. Our agent count is in large part because of Judy LaDeur's recruiting program. Our recruiting was hit and miss and inconsistent. We contracted with Judy to train our managers to recruit the right way, and the results were amazing. She not only teaches, but shows by example. She personally coaches our entire leadership team. She is amazing. Proof is in the pudding. If you want to double your agent count, call Judy NOW!" - **S.A. Dallas Market**

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The Recruiters Strategic Workshop with Judy LaDeur is an intensive, one-on-one training experience for recruiters, brokers, and managers who want very specialized training for todays market. During this three day experience you will:

- Learn specific Objection Handling Techniques for today's Disrupters.
- Develop customized interview questions in class for your company.
- Book interviews in class with agents in your market.
- Create YOUR value-proposition package that is specific to your unique features as a company.
- Learn how to create a value based presentation with our newest tool.

Your $1200.00 Tuition includes more than $2,000 worth of products, follow up and services per person:

- 3 Days of Intensive Training and Course Manual.
- The Recruiting Letters Library (a $298 value)
- The Profitable Recruiting Systems MP3 Library (a $297 value)
- Membership in the Master Recruiter's Club (a $1200 value)
- Powerful Phone Scripts library (a $29 Value)
- Membership in the Recruiting Blitz for one full year– (a $400 value)

*Space is limited to 25 participants. Register today!

Alumni members, you will love this new class. Attend at 25% OFF!
Coaching clients attend at 50% OFF the tuition.

Call 630-402-0898 or Visit www.JudyLadeur.com Fax application to 630-578-0975

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