

KWU**KELLER WILLIAMS
UNIVERSITY**

Millionaire Real Estate Agent Business Planning Clinic

Presented by Matthew Durbin



- KWU Certified Regional Instructor
- Certified Instructor for VREB, Top Producer Academy and PWAR
- PWAR Manager of the year 2008
- Team Leader Keller Williams Charlottesville

To take your business & production to the **NEXT LEVEL!**

Matthew Durbin will help you learn how to run your business in 2011. December is the month for Business Planning and Matthew will show you how to be purposeful about your goal setting and start you on the right path for success in *any* market!

Remember, hope is not a plan!

MREA Business Planning Clinic

Utilize the Systems and Models developed by Gary Keller in the Millionaire Real Estate Agent best selling book.

The Economic Model

The Lead Generation Model

The Budget Model

The Organizational Model

Goal Setting

Time Management

Dates/Times

Dec 7-8

9:30am – 5:30pm

Sign in starts at

9:00am

Location:

CAAR

(Charlottesville Area
Association of Realtors)
550 Hillsdale Drive
Charlottesville, VA 22901

Cost:

\$99 /person

Lunch Provided!!

Reserve your spot today!

Limited space!

Register by

December 3rd

Contact Kathy Mason at
frontdesk411@kw.com or
call 434-220-2200.

This class is
designed for
Millionaire
Real Estate
Agents and
those aspiring
to become one!

16 hours CE/PL

Register by December 3rd

See your MCA for a registration form or contact Kathy Mason at
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