

# Lunch and Learn 2010

Come learn from local successful professionals and agents, the strategies that help them succeed.

<b>WHERE</b>	<b>WHEN</b>	<b>COST</b>
MCBOR, 2530 Medina Rd. (on Rt. 18, 1 mile east of I-71)	2nd Wednesday of the Month 11:30 - Lunch 12-1pm - Learn	1 or more sessions for \$7 Select Pass: 6 sessions - \$35 Season Pass: 12 sessions - \$60

<b><u>DATE</u></b>	<b><u>TOPIC</u></b>	<b><u>FACILITATOR</u></b>	<b><u>MENU</u></b>
Jan. 13	Goal Setting & Planning Systems	Sheila Watson & Karen Tittel	Pasta
Feb. 10	**Customer Data Management: Do you have it? Does it work?	Brian Lyncha	Chili & Corn Bread
Mar. 10	Lead Generation	Frank Ruma	Soup & Salad
Apr. 14	Converting FSBO's and Expired Listings	Kevin Ball	Chicken & Jojo's
May 12	Listing Presentations	Barbara Wilson	Pizza & Salad
Jun. 9	**NORMLS CEU (TBD)	Laura Graber	Sub Sandwiches
July 14	Successful Open houses	Judy Pagura & Karin Williams	BBQ Pork Sandwiches
Aug. 11	Dealing with Difficult People	Karen Thompson	Pizza & Salad
Sept. 8	**Cover your ASSETS	Ofc. Jonathan Kohler	Chinese
Oct. 13	Commercial for the Residential REALTOR®	Rick Stallard	Chicken & Jojo's
Nov. 10	Enhancing your REALTOR® Resume	Judy Rupelli & Joyce Willson	Pasta
Dec. 8	**Serving Diverse Clients: Generational & Multicultural	Freida DiStaulo & Sally Steining	Soup & Salad

SESSIONS MARKED WITH AN \*\* ARE BEING SUBMITTED FOR 1 HOUR CEU  
FOR FOOD QUANTITIES RSVP MUST BE MADE BY THE MONDAY PRIOR AT 12 NOON