



2012 Business Planning For Realtors

"What the mind can conceive and believe, it can achieve." – Dale Carnegie

WHAT: Dinner Resource Meeting
Monmouth County Chapter

WHERE: Sheraton - 6 Industrial Way, Eatontown, NJ

WHEN: **Wednesday, November 16th**

TIME: 5:30 pm - 8:30pm (Dinner served at 6pm)

COST: \$28 WCR Members
\$35 MCAR Members

Register Online at:
<http://wcrnovember2011.eventbrite.com>
Or Contact
Ilene Jacobs
Senior Loan Consultant
The Bank
Cell: 732-610-0260



About Ric Martel

Over the last 20 years Ric Martel has been working in the real estate industry in various capacities. Starting as a sales associate in 1991 with Coldwell Banker Residential Brokerage he built his business from the ground up. He went on to management then back into sales where he became a top producing broker associate, selling 40 to 45 homes per year in the mid 1990's. In 1998 he went back into management and ran an award winning office for 5 years.

Ric managed approximately 75 associates and the sales staff sold between 750 and 900 homes per year. In 2003 he bought a Prudential Franchise and grew the company from 2 offices to 4 offices and increased the sales production 6 fold. In 2006 he sold the company and became general manager for Prudential Zack Shore Properties. Coming full circle he went back into real estate sales in 2009 and developed the Win Win Home Sales Team with Roksana Bedrij in the company's Rumson office. Their production in 2011 will top \$20,000,000 in closed residential sales.

Ric's topic of discussion will focus on planning your work, working your plan, having daily goals and taking dollar productive action every day of the week. His experience of starting up as a sales professional in the real estate business 4 different times during his career enables him to share many valuable ideas that will ramp up your production in the year ahead.

Thank you to our meeting sponsor...



Call Larry for financing questions at 732 389 9898