

**SERIES DATES:**  
October 16-20, 2017  
November 13-17, 2017  
December 11-15, 2017

**REGISTER TODAY!**  
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**BDS** | Business Development Series

# BUSINESS DEVELOPMENT SERIES

DEERFIELD HOME OFFICE: 3 PARKWAY NORTH, SUITE 400, DEERFIELD, IL  
SEPTEMBER 18-22, 2017 | 9:30AM - 3:30PM DAILY

## SERIES OVERVIEW

The Business Development Series features nearly a dozen speakers and 20+ topics focused on the skills, tools, activities and systems that can accelerate your success.

**ALL** Coldwell Banker agents are invited to attend, and can register for the full week, specific days, or individual workshops. Simply follow the link below.

### PRESENTATIONS

First Impressions | Getting to Know Coldwell Banker  
Work with Spinning Plates | SMART Business Planning  
Home Seller Consultations | Working with Home Buyers  
How's the Market? | Home Partners of America  
Lead Generation & SEO | Social Media for Realtors

### HANDS-ON WORKSHOPS

### MARKETING/BUSINESS TOOLS

Intouch - CRM & Marketing Tools | Market Quest  
HomeBase | HomeBase Insight | Office 365 | MAXimum  
dotblue | CBx | YouTube | Video Marketing

### PARTICIPANT FEEDBACK

- There were so many different examples of how to market my business and stay connected to my clients. There really was something for everyone!
- The BDS is very necessary to building your brand and business. I am much more confident, enlightened, and I understand the business much more.
- Overall, it was very informative. I feel that I am now more prepared to go out and do business than when I first stepped into this class.



### CLICK HERE

To see our video clips from the  
Business Development Series

### FOR MORE INFORMATION

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