

# AGENDA

BUFFINI & COMPANY



# MASTER CLASS™

## EVENING BEFORE

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6:00 PM – 8:00 PM

### Community Mixer

Experience the rare opportunity to connect with other local professionals and create relationships that can help build your business. Join us for an evening of food, drinks and networking as you exchange ideas, strategies and referrals with fellow attendees from all over your region.

## DAY OF SESSIONS

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9:00 AM – 9:30 AM

### Introduction: Welcome Message from Dermot Buffini

9:30 AM – 10:30 AM

#### **01 Get More Listings... NOW! with Joe Niego**

Nothing will have a bigger financial impact on an agent's career than becoming proficient at acquiring and selling listings. America's Best Listing Agent, Joe Niego, shares winning dialogues to connect with sellers early on and how to conduct a listing appointment to beat out the competition.

10:30 AM – 11:00 AM

### Break

11:00 AM – 12:00 PM

#### **02 Fast Track Your Finances with Dave McGhee**

As Buffini & Company's Vice President of Coaching, Dave McGhee and his team of Certified Coaches has helped thousands of clients build their fortunes. He'll share proven best practices for shoring up your finances, achieving financial freedom and developing a plan to build wealth.

12:00 PM – 1:30 PM

### Lunch

1:30 PM – 2:30 PM

#### **03 Selling to Your Strengths with Kevin Buffini**

As our resident Communication and Profiling Expert, Kevin Buffini is a master in his craft. He will help you understand, develop and perfect your selling style – so you can generate more referrals and make more sales in a way that is congruent with how you're designed.

2:30 PM – 3:00 PM

### Break

3:00 PM – 4:00 PM

#### **04 Mastering Your Craft with Joe, Dave and Kevin – led by Dermot Buffini**

Buffini & Company's very own CEO, Dermot Buffini, will lead a powerhouse Q&A panel with speakers Joe, Dave and Kevin. Audience members will get a chance to have their questions answered by the industry's top

Learn more at [buffiniandcompany.com/mc](https://buffiniandcompany.com/mc) or call 1-800-945-3485 x2

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