

Record-Breaking Home Selling Strategies

Blast Your Commissions Through The Roof

Instantly And With No Guesswork!

Inside: Terry Paranych reveals nine of the breakthrough “marketing” methods he’s used to sell 600+ homes every year since 1997... and become top 10 worldwide.



Terry Paranych receiving his #1 Re/Max awards.

691 Homes Sold, 2007

INSIDE:

- ➔ Multiply your per-hour earnings by 422%, take more time off from work, and say goodbye to complicated marketing systems that cost a fortune and take years to pay off!
- ➔ Discover how Paranych earned \$297,832 in 1993 – his second year as an agent – before he’d hired a single full time employee.
- ➔ Learn to pack a seminar room with hundreds of qualified investors, and make them fight to sign your Buyer Agency contract!
- ➔ Profit from the same breakthrough selling methods I used to become the #1 agent in Canada – and made over 4.5 million in commissions last year alone. Never waste your time with “not now” leads who aren’t ready to sell yet!
- ➔ ***How to register for Terry Paranych’s upcoming SUPERSTAR AGENT BOOTCAMP***

- ★ **Multiply your per-hour earnings by 422% while cutting your work week in half**
- ★ Use “reverse prospecting” to make your phone ring off the hook with pre-sold prospects – so you never again make cold calls or knock on doors.
- ★ **Dominate your local market by becoming the “brand of choice”**
- ★ Say goodbye to complicated marketing systems that cost a fortune and take years to pay off. Laugh at phone systems, database management, and bank-breaking ad campaigns.

- ★ **Pack a seminar room with hundreds of qualified investors, and make them fight to sign your Buyer Agency contract**
- ★ Never waste your time with “not now” leads who aren’t ready to sell yet
- ★ **Get sellers to sign your listing agreement on the spot**
- ★ Become a TV and radio celebrity

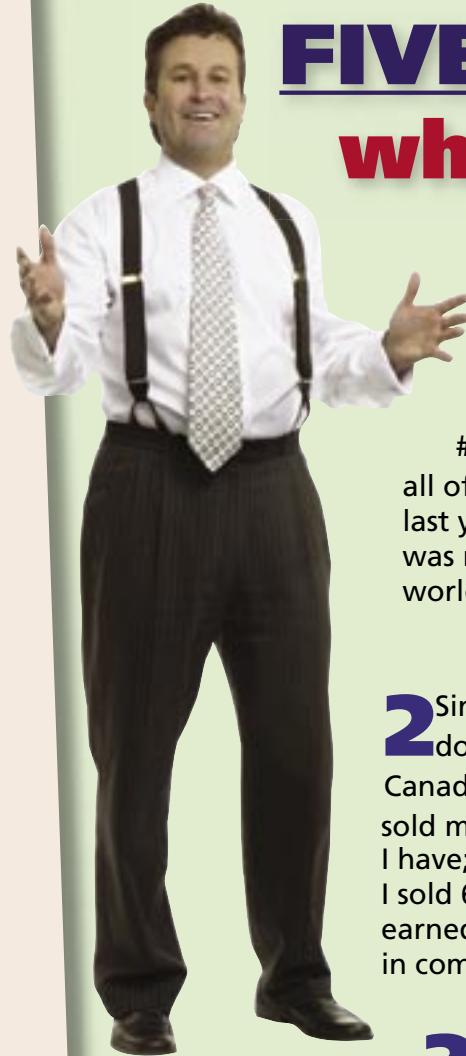
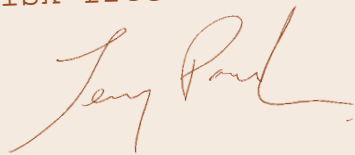
And nine other top secret strategies! ALL FREE INSIDE!

From: Terry Paranych

My name is Terry Paranych. And yes, I'm spilling the beans on nine of my best strategies. Right here in this Special Report. In addition, I want you to know about the new enhanced version of my Superstar Agent Boot Camp - before it sells out.

This November, 100 future millionaires will be armed with the same revolutionary home selling systems I've used to sell over 600 homes every year, for the last nine years... a feat which has earned me over \$20 Million in commissions,

If you're fortunate enough to join us, you'll profit wildly from my revolutionary methods, tools, and turnkey systems. You'll go home with all of my reverse prospecting systems in hand, poised to dominate your market and become an overnight sensation. And you can enroll risk-free.



FIVE reasons what I say:

1 Every year since 1997, Re/Max has recognized me as being the #1, #2, or #3 agent in all of Canada ... and last year alone in 2007, I was ranked in the top 10 worldwide.

2 Since 1997, I doubt any other Canadian agent has sold more homes than I have; last year alone I sold 691 homes and I earned over 4.5 million in commissions.

3 Re/Max, Century 21, Royal LePage and Keller Williams have all featured me at their seminars. I've also appeared at numerous regional and international conferences as a featured keynote speaker.

4 For sixteen years straight, I have been recognized as being the #1 agent in Edmonton. And my successes have been featured in newspapers like Globe And Mail, The National Post, The Edmonton Journal, The Edmonton Sun, and many TV and radio programs.

5 In 1993, my second year as an agent, I earned \$297,832 in commissions - even before hiring a single full time employee. How? That's the year I started putting my system into place. So don't handicap yourself with the false belief that you need a staff to do well!

you can believe

That's right: unlike many other "trainers", I'm an active full-time agent TODAY. What's my secret? I invested the last 16 years of my life – and well over \$2 Million – testing, polishing, and perfecting a new generation of low-cost "guerrilla" home selling methods.

And with my "reverse prospecting" approach, clients are pre-sold when they call me. I never make outbound prospecting calls.

Each year, I reveal these revolutionary methods at my "*Superstar Agent Boot Camp*". Since we limit the event to 100 people, agents practically fight to reserve seats, and we always have to turn people away.

If you know any of my protégés, you've already seen their sales explode. And if you're competitive like most of us, you probably watched enviously as they broke new records, became local heroes, and piled up listings that could've been yours. As you can see from testimonials like these, I regularly turn my students into Superstar Agents:



Terry, 6 times now and I keep getting new ideas from you. I am now at 2 million and have been wondering how to get to the next level. Coming this time has given me the ideas and motivation to push higher. See you at the next Boot Camp. Thank you for all you do... your systems and inspiration have made me millions!

Jason Scott,
Sutton Realty – Grande Prairie, AB



I imagine if you'd participated in my last Superstar Agent Boot Camp. By now, you'd have doubled or tripled your income, while actually spending less time on the job...

You'd be the most revered agent in your community. Sellers would be lining up to sign your listing agreement. And investors would be fighting to sign your buyer agency contract.

If you knew about my last Boot Camp and failed to act (despite my triple risk-free guarantee), please don't make the same mistake twice. This November, you'll get to catch up and even surpass my most successful protégés! How?

At the new enhanced version of my *Superstar Agent Boot Camp*, you'll discover the same blockbuster home selling methods I use right now to sell 600+ homes per year. And you'll doubly profit from my all-new session called: "How To Lock Up \$250,000 Worth Of Commissions In A Single Evening"!

If you're fortunate enough to join us, you'll get to participate risk-free – and claim a massive unfair advantage over other agents in your area. You'll learn to:

- ➡ Eliminate competition by offering home sellers a jaw-dropping offer they cannot refuse!
- ➡ Never again get suckered by buyers who milk you for MLS information, then go out and buy with other agents!
- ➡ Never again knock on doors, or torture yourself with hours of cold calls. Instead, generate non-stop inbound phone calls from "A" and "B" prospects – with virtually no advertising costs!
- ➡ Stop letting flip-flop buyers off the hook! When they call, learn to turn the tables, "reposition" your offer, and make them beg to start looking at houses with YOU the very next day.

Thanks to your system, I made \$169,000 in my rookie year!

“Terry, I just thought I would share the good news with you. I started Real Estate on June 7, 2004.

Prior to attending your 3-day seminar, I had only made about \$25,000 in commissions at that time. After taking the course, I implemented numerous systems. I never lost a listing presentation, and I ended up shattering the rookie record in our Sutton office by huge numbers. I finished off my rookie year at a \$169,000. Thanks to your systems and most of all coaching. I need to come back and learn some more as by day 2 of your seminar I was overwhelmed with information. See you in November.”

— Thanks Keith Fraser,
Sutton Group Red Deer, AB



“Since attending your first Boot Camp 5 years ago my business has sky rocked into another planet. Your easy to follow systems have allowed me to consistently increase my sales & bottom line while working less. With your systems & marketing ideas we generate hundreds of qualified leads a month. In November of 2006 it gave us the confidence & courage to, leaving the comforts of an International Real Estate Company (RE/MAX), to open up our own office. In 2007 our team of 5 licensed Realtors, 1 licensed assistant and 2 administration staff, closed over 250 transactions; up over 319% from when we first met. None of this could have been achieved with out your help. I can't wait for the next Boot Camp.”

— Vince Cavaliere,
River City Realty, Kamloops, B.C.



- ➡ Get immediate listings from home sellers – using my foolproof phone scripts.
- ➡ Qualify homeowners and melt away their commission objections – to the point where they list with you at your very first meeting. You'll be amazed at my objection-handling techniques.
- ➡ Never again waste your time on cold turkey leads, flip flops, or tire kickers.
- ➡ Turn your website visitors into clients! Last year alone, I piled up over \$1,000,000 in commissions from visitors to my website! I will show you why fancy is not always better, why my site is so profitable, and why a simple, low cost website is all you need to duplicate our winning formula. Don't have a site yet? Learn to launch it right the first time – quickly, easily, and cheaply.
- ➡ Get over \$50,000 in FREE advertising – using press releases. The local daily paper recently ran a full page editorial about me, declaring “King of Real Estate Agents”. Once you're armed with my revolutionary home-selling systems, you too will be newsworthy. Learn how to write a press release, how to deliver it to the editor, and how to get featured.
- ➡ You don't need a staff to profit wildly from my methods, but if you do have an assistant, or want to start building your own team, I'll show you how to attract the very best qualified people.
- ➡ Once you do have paid staff, I'll show you how to turn them into lucrative profit centers – who make you far more money than they're paid.

Instead of answering the phones and filling out trade record sheets, you can have your staff running your flyer program, FSBO program, expired listing program, outdoor advertising program, etc, and multiplying your income. Find out how from my top assistant, who's been with me since 1994, and has trained all of my other assistants.

It doesn't matter if you work alone, have one assistant, or employ a full time staff. These tools are guaranteed to work for you. Remember, even back in 1993, my second year as an agent, these methods made me \$297,832.

And that was before I'd hired a single full time employee!

Today, with my full time staff, I'm earning over ten times that much! And at the Boot Camp, you'll discover how I've turned each of my employees into a profit center.

Why Don't More Sellers Call YOU?

How do you get listings now? In most cases, I bet a friend or past client **just happens** to know someone who's selling their house and recommends you. What's wrong with that?

When you depend on referrals, you've got to cross your fingers and pray. You've got to "hope" that one of your friends or clients will mention your name **at precisely the right moment.**

That limits you to a **tiny fraction** of the prospects who **could** be calling you. How can you be more proactive?

Secret #1: Brand yourself and be in constant demand, listing new houses every week.

To demonstrate the value of branding, let me ask you a question. When you ship a package – and it absolutely, positively has to be there overnight – what's the first company that comes to mind?

Most people immediately say "Federal Express".



That's because FedEx has done a fantastic job of **burning their brand into our minds.**

Well when people ask "Who can get top dollar for my home in the shortest time possible?", imagine everyone in your area recommending YOU. **That's the power of branding.**

Of course, FedEx spends plenty of money on branding. But the return on their investment is fantastic. **And they never hurt for business.** Think about it. Have you ever seen a FedEx employee chasing prospects down the street?

The same applies to your real estate business.

If you don't brand yourself, you're doomed to making cold calls and knocking on doors. You're doomed to chasing people... or waiting and praying for referrals.

Branding yourself requires two things. First, a compelling advertising message that sets you apart. And second, market saturation.

Maybe you're not advertising because it seems "risky". Well guess what? If you advertise like most other agents, you're right... It's a complete waste of time and money.

Never WASTE your money on run-of-the-mill ads that fail to set you apart

The ads, flyers, or mailers your broker gave you are a perfect example. Think about it. Every agent in your office was given the **exact same materials.** (And agents at other brokerage offices have received similar ones).

So how can those materials possibly set you apart?

That's not the only problem. If you ask your broker – point blank – what kind of **return on investment** you can expect, he probably won't know.

He might be the nicest guy in the world. But if he's like most brokers, he has **no clue** how many dollars you'll make in commissions – for every dollar you spend on advertising.

If he's never compared the cost of his ads to the commissions they generate, **why should you gamble your hard-earned money? Why should you be his guinea pig?**

To make your phone ring off the hook, you've got to develop a **compelling message** that shows prospects why you're **uniquely qualified** to get them the highest price in the shortest possible time. So think about it. What do you offer that's unique?

Do you (or your broker) advertise in places other agents don't? Do you target niche markets... such as empty nesters, health club members, or young folks who've been priced out of local cities? Do you have creative ways of packing open houses or broker tours? Do you have a track record of generating bidding wars?

When your advertising message sets you apart, it makes you the clear choice every time your prospects decide to list their homes.

Secret #2: Turn every \$1,000 you spend on advertising into \$5,000 - \$6,000 in commissions like clockwork!

I constantly compare the cost of my ad campaigns to the commissions they generate. So do many of my protégés. So I know we're making \$5,000 - \$6,000 in commissions for every \$1,000 we spend on advertising. (See page 5, 8, 9, 10, 11, & 12 for a list of my home selling methods – and the specific return-on-investment for each.)

This brings me to the second step in branding: market saturation. **Once you've crafted a message that sets you apart, you've got to saturate your neighborhood with that message.**

Just like FedEx, you can show up in your mailboxes every month. You can use 30-second radio and TV commercials to burn your brand into your prospects' minds. You can monopolize the bus benches and billboards in your community. And with display ads, you can make any local Real Estate Magazine look like your own.

In the same way that people insist on using FedEx – and only FedEx – your prospects won't want to hire anyone else. (And any agents they interviewed before you will look like amateurs.)

My protégés and I have proven that once your prospects see you and your message everywhere – with a compelling message that sets you apart – they naturally come to see you as the best agent for the job.

When they see and hear your compelling message over and over again, their confidence skyrockets. They're pre-sold when they call you. You're constantly in demand, listing new houses every week, and piling up commissions like there's no tomorrow.

At my Superstar Agent Boot Camp, I'll help you develop a compelling message that sets you apart, showing prospects why you're the best agent for the job.

You'll learn to burn your "brand" into the minds of your prospects, become the most revered agent in your market, and **get daily referrals from people you've never even met. Best of all, you'll receive my time-tested ads, mailers, commercials, and signs, and a license to use them word-for-word.**



**A \$1999 value... FREE!
See page 19 to claim your FREE Toolkit.**

At my Boot Camp, you'll receive my proprietary Superstar Agent Tool Kit at no additional cost. Every ad, mailer, and sign in this beefy 9-pound Kit will set you apart with compelling benefits and flood you with phone calls from qualified prospects. **These are the same cutting edge ads, mailers, and signs I've used to sell 600+ homes every year since 1997.**

Armed with these turnkey systems, you too will **dominate your market, multiply your per-hour earnings by 422%, and become an overnight sensation... all while taking more time off from work!**

Sold 323 homes, increased my market share to 28% and earned \$902,515...



"Terry, before I discovered you, my gross commissions

were \$175,000. Using your flyers, color ads, and buyer's seminar in 2003, I made \$535,000 and carried a 22% market share in my hometown. I beat out Royal LePage and Century 21 as a whole.

Last year, I sold 323 homes, increased my market share to 28% and earned \$902,515 in commissions! I am on my third Boot Camp, still learning and still implementing even more money making systems.

Terry, you're one of a kind and the only one in the industry worth learning from."

—Trevor Bolin,
RE/MAX -Fort St.John, BC

Disappointed By Other

If you're like me, you hate showing up at expensive "Super Conferences", only to sit through one sales pitch after another. Heck, if you've already paid good money to attend, why should you have to pay more for books, tapes, and coaching programs?

Perhaps you know agents who spent their hard-earned money on these conferences, only to realize that they'd been suckered into attending live infomercials. Here are some of the stories I've heard:



"Terry, Let me begin by saying that I waited a week to send in this seminar evaluation form because I was attending a Richard Robbins seminar. I hate to compare but I walked out of the Robbins seminar after the first hour!

Terry, you and your team put on such a great seminar that just the mere thought of what I can accomplish is overwhelming. You're marketing systems, with all of the examples and suggestions, are amazing. Your systems will be the backbone of my team one day. Your seminar was perfect in every regard, I wouldn't change a thing!! I cannot wait to return next year!"

— Domenic Cosentino, Woodbridge, ON
Re/Max Excellence Realty Inc.



I came out with way more then I expected. On a scale of 1 to 10 your event was a 10+++ or 100. Your systems are incredible and you gave us so much. I cam out with way more then I expected. Congratulations on a job well done.

Susan Cowen, Aurora, ON
RE/MAX York Group Realty Inc.



It is by far the best seminar I've ever attended. Amazing, valuable information and systems. Thank you so much.

Joyce Tourney, Regina, SK
RE/MAX Joyce Tourney Realty



Definitely the best real estate seminar with no added sales pressure to purchase extra tapes, books, etc. Not only was Terry extremely motivating, but the tools and systems are so well laid out that you can take them home and use them immediately!

Brenda Campbell - Homelife Chilliwack, BC



Terry, you have really shared what works! Your insight in how to run a real estate business is invaluable! All of the topics were very informative, your systems will help anyone transform their real estate business into something very profitable. This seminar is exactly what I needed to take my business to the next level. Thank you so much for all of your help and information.

Myrna Higgs - Keller Williams Realty
South Calgary, AB

Real Estate Conferences?



These are just a couple of the many complaints I hear from trusting agents who put their faith in high priced “conferences”, only to be hammered by endless money grabs.

If you’ve attended conferences like these, then you know what I mean. After getting just enough content to whet your appetite, you’re pounded with one shameless commercial after another. The speakers’ real agenda is to sell you their overpriced books, CDs, and coaching programs.

These Sellathons are worse than Cattle Calls, and worse than insults to your intelligence. They waste valuable time that should be used giving you real money making strategies.

That’s why you have my personal guarantee: I will never waste one second trying to sell you anything at my Superstar Agent Boot Camp.

Other trainers say I’m nuts for not developing a whole string of “backend” information products to sell you. They wonder how I’m going to suck your bank account dry – like they do.

The answer is, I’M NOT. The money I make teaching Boot Camps is gravy. Unlike other trainers, I make the lion’s share of my income as a full time active agent. (I sold 691 homes last year alone.)

That’s why I don’t parade around North America speaking at conferences or pushing information products.

To prove my point, I started a coaching program just over a year ago, but discontinued it after 12 months. (It took too much time away from listing and selling homes.) So I have no “backend” products to sell you, even if I wanted to.

If I were a “real profiteer” like others, I could’ve kept the coaching program going, and routed incoming calls to a boiler room of college kids. I could’ve exploited the trust I’ve worked so hard to earn. But you know what?

I won’t risk my credibility just to fatten my wallet. Nothing is more important to me than my reputation. If anyone ever left my Boot Camp feeling they’d been cheated, I’d be embarrassed. I’d feel horrible. Honestly, I would.



“Terry, I appreciate the fact that you have never once tried to upsell us on anything... which other trainers are continually doing. You have provided nothing but quality systems and programs that have made us tens of thousands of dollars. Your personal hands on commitment to help us sets you apart.”

Lisa Salt, Re/Max Vernon, BC

You gave us everything. Nothing extra to buy!



“2006 was my first full year in Real estate... (I attended conferences with) Richard Robbins, Brian Buffini and Floyd Wickman. I left feeling disappointed as all they did was wet your appetite and then try to sell you on paying \$750+ a month on coaching and another \$1000 to \$2500 per month on buying their systems. In fact most of the trainers have long been out of active Real estate.

In November I booked Craig Proctors seminar... the seminar consisted of 50% selling you on their systems which cost \$thousands per month and very little meat and potatoes. I felt I had wasted my money purchasing outdated information that was several years old...

I booked your seminar one day after Proctors. Boy am I glad I did! You laid out your entire marketing strategy and all the systems you used in an easy and understandable format. You gave us everything. Nothing extra to buy!

You interacted with everyone and I have never taken so many valuable notes in my life. It was unbelievable being taught from someone who is doing it.. and big time at that!

You didn’t even try to sell us anything at the end. You gave us DVD’s of the seminar, marketing materials print ready, everything. I was truly blown away!

Right away I implemented your Expired and Fsbo program and got two listings and two sales in December as a direct result, paying me over \$21,000 in commissions.

Cal Faber, ReMax, Victoria BC

Get the same cutting edge home-selling systems I use right now to sell 600+ homes per year – at no extra charge



If you're fortunate enough to join us, you'll receive my Superstar Agent Tool Kit at no additional cost. This Kit includes all ten of my explosive turnkey home-selling systems. Just take a look:

1) FLYER PROGRAM. A unique tear-off "VIP card" grabs the reader's attention, dramatically increasing the perceived value of the offer. When you show up at their door, they're waiting for you with the card in hand!



This is how a typical prospect greets us

You'll get the same two kick-butt flyers I use to generate 25-30 listings every time I mail them! Plus, a step-by-step blueprint showing you how and when to mail these flyers, so

you don't wind up wasting the money you spend on postage and printing.

You'll also receive my 6 new supercard flyers that have us going on endless evaluations and listing up to 5-8 homes per day.

The cost of printing and postage is just 10 cents per flyer, and you can mail as few or as many flyers as you like. Some of my protégés only invest a few hundred dollars each month.

Personally, I mail out 232,000 flyers every 4 weeks for a cost of \$15,000. Then I recoup up to \$80,000 in commissions monthly. (One exceptional mailing produced 63 listings!) Why do these flyers work so well?

Cost per 5,000 flyers mailed: \$353.53

**Average return on investment:
\$1,212.00 - \$1,515.00 in commissions**

2) FSBO PROGRAM. (See below)

Secret # 3 How To Make FSBO's Call YOU First!

If you've ever cold-called FSBOs, you know how frustrating it can be. It's no fun being constantly rejected and hung up on.

Yet in spite of being resistant at first (and overly confident), nearly 90% of FSBO's eventually give up and hire an agent.

So how can you get these listings? How can you make FSBOs call you first?

Start by crafting a **compelling message** that shows FSBOs why you're **uniquely qualified** to get them the highest price in the shortest possible time.

Then instead of mailing the FSBO just once, mail a series of four letters, one every two weeks for a two month period.

Each one should chip away at his resistance by describing one more reason to list with you.

For example, your first letter could describe the benefit of being on the MLS. Then your second letter could list nearby homes that you or your broker sold for top dollar. Your third could explain why prospects are more likely to make offers when agents are involved.

With this approach, you'll never again waste time making outbound calls and getting shot down. Instead, **FSBOs will call YOU when they give up.** Once you get them on the phone, close the deal by showing them that you're an "asset", not an "expense". Here's how I do it:

"Mr. Prospect, what if you could net **MORE** money than you're asking for now, and **ALSO** have a professional doing the work for you?"

Do you realize that with your house on the MLS, I can create an auction-like atmosphere that will drive up the price, and actually net you **MORE** money – even after factoring in my commission?"

3) AREA PROSPECTING

PROGRAM. You know about the recent privacy legislation, right? Well now that your competitors have stopped contacting expired listings, you can monopolize the expired listings in your area, legally and without violating the legislation (thanks to an obscure “loophole” that your competitors don’t know about).

Of course, once you list a FSBO’s house, there’s a good chance you can sell him a new one too – producing two commissions!

Yours FREE: My step-by-step system for knocking out other agents and making FSBO’s call you first!

Why write your FSBO letters from scratch – or gamble your money on trial-and-error marketing?

When you attend my Superstar Agent Boot Camp, you’ll get the same four compelling FSBO letters I use to make an extra \$8,000 to \$39,000 every month! This little “guerilla marketing” campaign only costs \$10 per FSBO, and only takes an hour per month to implement!

Cost to mail 100 FSBO packages: \$1,000

**Average return on investment:
\$10,000 - \$12,000 in commissions**

It’s just one of the revolutionary tools and systems you’ll find in my Superstar Agent Toolkit.



A \$1999 value... FREE! See page 19 to claim your FREE Toolkit.

This beefy 9-pound Tool Kit includes all TEN of my revolutionary home selling systems – the exact same turnkey systems I’ve used to sell 600+ homes every year since 1997.

Armed with these turnkey systems, you too will dominate your market, multiply your per-hour earnings by 422%, and become an overnight sensation... all while taking more time off from work!

My investment of under \$1,000 makes me \$12,000 to \$37,000 each month, with almost no effort!

**Cost per neighborhood:
\$700.00 - \$1,000.00**

**Average return on investment:
\$12,000 - \$37,000 in commissions**

You’ll get my step-by-step blueprint, expired package, video, and ultra-motivating direct mail procedure. Best of all, you can put this program on “auto pilot”. (It takes just an hour each month to keep it going.)

4) CELEBRITY NEWSPRINT PROGRAM.

Get the exact newspaper ads I use, along with my step-by-step blueprint for dominating your market, becoming a local celebrity, and becoming the only brand of choice in your market. Learn where, when, and how to place these ads, how to make any local Real Estate Magazine look like your own, and how to make your phone ring off the hook with qualified leads.

**Cost per half page display ad:
\$750**

**Average return on investment:
\$15,000 in commissions**

5) OUTDOOR ADVERTISING PROGRAM.

Discover my secrets for becoming a local celebrity in your market, and milking huge commissions from bus benches, billboards, etc. You’ll get the same outdoor ad program I use to turn a \$48,000 investment into over \$300,000 in commissions every year.

6) GET-THE-LISTING-EVERY-TIME PRESENTATION

See next page...

Secret #4: Explode Your Commissions While CUTTING YOUR WORK WEEK IN HALF

I work full time hours because I truly love selling homes. However, most of my protégés have families at home. So they're thrilled when they learn this simple way to multiply their incomes while cutting their work weeks in half.

It's simple: I focus 95% of my time on listings. **On a per-hour basis, listing homes is FAR more efficient and profitable than showing them.** Here's why:

- The buyer who zaps months of your life can drop you at any time (unless you get him to sign a buyer's contract... do you?) The seller, on the other hand, is legally bound to paying you – and only you – once you get his listing.
- The typical buyer won't make a decision until he's seen a dozen homes or more! The seller only has ONE home. Once you've got his listing, you can go home and let other agents do the hard work!
- With the breakthrough listing presentation you're about to discover, you can land a new listing (and lock up your commission) in just ONE day. By contrast, most buyers take months to close. So your one commission can cost you months of life energy.
- If the seller has a good experience with you, you're the obvious choice for selling him a new house too – producing two commissions!

By now, you see that listing homes is much more lucrative than showing them. So why hasn't your company given you a step-by-step blueprint, showing you exactly how to list a new home every day of the week?

Because no blueprint has ever existed!

So instead, you hand out business cards and pray for referrals. You still believe it takes "years" of establishing yourself, before you can earn a big six-figure income. (Which is completely false, as I proved by earning \$297,832 in my second year.)

So how do you get a new listing every week? Take a look...

Secret #5: What's Wrong With Your Listing Presentation?

Chances are, when you're lucky enough to get a listing opportunity, you walk into the seller's home "naked". You ask your prospect what he thinks his home is worth. Maybe you run through an ineffective "home evaluation". Then you say something like this:

"We're a local community brokerage with 40 agents that specialize in your area. We all work together as a team, and we have the back page of the community newspaper."

Big deal. The truth is, your competitors are saying similar things. You're doing nothing to set yourself apart.

That's why the seller hems and haws... and why he's not convinced. You've left him with no idea HOW you're going to get top dollar for his home in the shortest time possible.

He may not know what's wrong with your marketing game plan. But when his gut feeling tells him to "think it over", it's because **you weren't convincing.**

What's the consequence? When you can't get listings, you have no choice but to represent buyers.

Then you've got to do all the hard work. You run around for months with indecisive buyers. You let them drag you around to homes that **someone else** listed, because you couldn't.

Then you're doomed to earn a **fraction** of the per-hour income you could've earned. Isn't it time you broke free of this vicious cycle?

Secret #6: How to give a listing presentation so compelling, sellers BEG YOU to list their homes

During my first two years as an agent, I recorded every objection my prospects raised. I discovered eight core objections and analyzed them. Then for each one, I tested dozens of responses and compared the results. What did I discover?

A handful of responses were blowing away the rest by HUGE margins! They literally melt away the objections... not just for me, but for my protégés. For example:

OBJECTION:

"Terry, we're considering another agent, John Doe. He helped our neighbor buy a house."

ANSWER:

"Did John Doe show you where and how he's going to advertise your home? Does he have a 24/7 game plan? Does he have a home selling guarantee?"

Look: if you hire an average agent, your house could still be on the market in three months. For the same commission, you can have my bulletproof marketing system working for you, creating an auction-like atmosphere that drives up the price of your home starting tomorrow."

That's just one example. Every time your prospects raise objections, test different responses. Then compare the results. When you come up with winning responses, integrate them into your listing presentation.

FREE Foolproof Listing Presentation & CD You Instantly Profit From My Years Of Hard Work

If you don't want to spend years testing different responses to your prospects' objections, here's great news. **I've already found the most effective responses to the top eight deal killers.**

After polishing and perfecting these responses, I integrated them into my breakthrough **Get-The-Listing-Every-Time Presentation**. This kick-butt presentation and CD is the outcome of years of testing, tweaking, and perfecting. It wipes out **all eight objections** and makes 90% of prospects sign your contract on the spot.



"We are absolutely tickled pink with the listing presentation that you gave us at your Boot Camp. We are up \$100,000 in commission in the first quarter of this year!"

— John & Lu Ismay, RE/MAX - Delta, BC

My presentation proves – beyond all doubt – that **YOU** are the agent who will get your prospects the highest price in the shortest time possible. They won't even **think** about interviewing other agents. (And any agents they interviewed before you will look like amateurs.) What makes it so effective?

- A.** It answers all of the **unspoken** objections that your prospects have, but are too uncomfortable to ask.
- B.** It closes the deal with a risk-free offer that your competitors have never thought to **offer**, and makes listing with you the **only** sensible option!
- C.** It **repositions** your marketing efforts as an extraordinary 24/7 game plan, spelling out where you'll advertise their home and why.

And here's the best part. Once you explain your superior services and 24/7 marketing plan, and your prospects conclude that **YOU** are the agent they need to get the highest price, they'll gladly pay you a big commission.

In other words, you can say goodbye to ever reducing your commission again. But I'll go one better. I'll show you how to **raise your commission** on every house you list. I'm serious. On any house I list, I average \$1000 more than an agent listing the same house at the same price!

(Why are clients willing to pay more? Simple; they're convinced that I'll get them so much more for their homes – vs. other agents – that the \$1000 seems like a bargain.)

Finally, I play every prospect a 4-minute deal-closing DVD. In it, several of my clients rave about their experiences with me.

At my Superstar Agent Boot Camp, I'll teach you my formula for creating **your own deal-closing DVD**. And I'll give you my listing presentation, along with my DVD. Then all you have to do is customize it with your name, company name, etc. You'll profit instantly from my hard work.

Note: although I don't spend as much time with buyers, I've developed an equally powerful deal-closing presentation for **buyers**. And I'll give you a template for that presentation too. All you need to do is personalize it with your name, company name, etc.



A \$1999 value... FREE!
See **page 19** to claim your **FREE Toolkit.**

My bulletproof listing presentation is just one of the many tools and turnkey systems you'll find in my Superstar Agent Toolkit. This beefy 9-pound Toolkit includes all TEN of my revolutionary home selling systems. **These are the exact same turnkey systems I've used to sell 600+ homes every year since 1997.**

Armed with this Toolkit, you too will dominate your market, multiply your per-hour earnings by 422%, and become an overnight sensation... all while taking more time off from work!

7) HUGE RETURN / LOW COST RADIO PROGRAM.

Soar into the limelight with my celebrity-making radio commercials. Includes a script and recording (on CDs) of the awesome 30-second radio spot that makes me over \$30,000 in commissions every month (for an investment of just \$2,000)! Plus, a step-by-step guide detailing how often you should run it, at what times, etc.

Cost per month: \$2,044.00

Average return on investment: \$30,000 in commissions

8) NO COST RADIO PROGRAM.

Your own 1-hour radio show is worth \$100,000+ in publicity! Receive my step-by-step

guide to getting your own show (like I have on 630-CHED AM radio), developing the content, getting others to pay for your lead-up commercials, and becoming a local real estate celebrity. Plus, you receive recordings of my six proven lead-up commercials and six of my shows.

Cost per radio show: \$0.00

Average return on investment: \$15,000 - \$30,000 in commissions

9) LOW COST TV ADVERTISING PROGRAM -

Explode your commissions and become the Real Estate brand of choice in your market, by harnessing the powerful medium of low cost TV advertising. Receive all of my top TV commercials etc.

Cost per TV commercial: \$5,000.00

Average return on investment: \$30 - \$40,000 in commissions per month

10) INVESTORS PROGRAM.

See next page...

Secret #7: Get investors to call you to demand your services and recommendations

I usually represent sellers, not buyers. But investors are worth representing for four big reasons:

- 1) Most become “repeat customers” who buy 3-4 properties per year...
- 2) They recommend you to all of the investors they meet at networking brunches and meetings.
- 3) Every time they sell, you get the listings.
- 4) They’re easier to please than regular buyers. (If you show them a property with good cash flow or upside potential, they won’t be daunted by old carpeting or outdated kitchens.)

It may be hard to win over “veteran” investors – the ones who’ve been working with your competitors for years. But like my protégés and I, **you can dominate the next generation of real estate investors in your area.**

You do it by leading an annual seminar for new and budding landlords and investors. Here in Edmonton, I call this seminar “How To Create Amazing Wealth By Investing In Real Estate”. **This windfall event brings me up to 1,000 qualified investors every year.**

Let me give you the basics right here. Then I’ll explain how you can duplicate my proven seminar in your city.

The first step is to show local properties with positive cash flows. Give your personal recommendations. Show bargains that your clients profited from. (Or if you’re new, show off your broker’s track record.)

Then show attendees how they can explode their wealth by buying one property every year – for ten years.

At one point in my presentation, I show how I converted a 109-unit apartment building to condos, then sold all 109 units in **four hours** using radio and newsprint ads.

The seminar room really heats up when attendees learn that, six months later, these same condos appreciated from \$139,000 to \$199,000!

If you don’t have similar success stories yet, describe your broker’s success stories. Then at the end of your seminar, offer a free 60-minute consultation and pass out a qualification form. To find out how qualified each attendee is, ask questions like these:

- 1) How soon do you want to start looking for investment property?
- 2) Do you own your own home?
- 3) How much equity do you have?
- 4) How much cash do you have to invest?

The seminar is great because it’s a **soft sell** method. So you’ll never have to corner prospects, or pressure them into a decision.

Don’t want to stand in front of a group? You can hire your accountant or real estate attorney to lead the seminar for you. Don’t laugh; some of my protégés are doing this – and it gives them even more credibility.

Secret #8: With My FREE DVD and Powerpoint Presentation, You Can Make Investors Fight To Sign Your Buyer Agency Contract

Why build your presentation from scratch – or gamble your money on trial-and-error marketing? When you attend my Superstar Agent Boot Camp, I give you the tools to **duplicate me exactly**. Here’s what you get:

- Video footage of my live seminar on DVD. You’ll learn exactly how to give a slam-dunk presentation, **even if you’ve never spoken in front of an audience before.**
- My riveting PowerPoint presentation. This XX-slide presentation turns curiosity seekers into anxious buyers, wins investor confidence, and makes them fight to sign your buyer agency contract.
- “Talking points” for each of my overhead slides. So you know what to say during each slide and why. These simple points will convince your prospects that YOU are the agent best qualified to find them deals.
- The step-by-step system I use to pack my seminar with hungry prospects. Includes the **exact same magnetic radio and newsprint ads** I use to attract hundreds of qualified investors. Make your phone ring off the hook with these proven ads.
- A license to reprint my Special Report: “How to Create Amazing Wealth By Investing In Real Estate”. My radio and newsprint ads offer this Special Report for free – **but only to the first 200 people who RSVP**. That creates “fear of loss”, which motivates people to hurry up and call.
- A detailed checklist spelling out exactly what needs to be done the week before your seminar, the day before, the day of, and the day after.

Everything you need – the DVD, PowerPoint presentation, ads, and talking points – is included in your Superstar Agent Tool Kit.

Imagine yourself profiting from your **own** sold-out seminars, landing Buyer Agency contracts on-the-spot with over **half** of your attendees, winning their loyalty, and piling up ongoing commissions for **years to come.**

I lead this windfall event once a year and it makes me \$250,000 - \$300,000 every time. That’s more than 30 times what it costs to put on! And if you’re concerned about the expense, here’s the best part:

I’ll help you get your loan broker or lawyer to cover the event costs in exchange for referrals!

Look, this event can generate hundreds of new clients. Your loan broker can make \$500-\$800 per mortgage. And your lawyer can easily make \$25,000 - \$30,000 in closing fees within a few months. (Not to mention all of the repeat

the “NEIGHBORHOOD EXPERT” send you to their colleagues

business.) Smart loan brokers and lawyers recognize a good deal when they see it. So they’re naturally eager to get in on this.

And to make sure you get them on board, I’ll give you the same letters and phone scripts my protégés and I use to get our lawyers and loan brokers behind us. If that doesn’t convince them (very unlikely!), you can also play them the DVD of my live seminar.

If you’d rather start small, you can reserve the back room of a restaurant – **for free** – and give a luncheon presentation there. Even a shoestring budget of \$500 should generate about \$15,000 in commissions.

And since restaurants have limited capacity, you’re bound to have a standing room only event, with people being turned away at the door. This will **prove to your attendees what a demand there is for your services – and they’ll value you even more.**

(And most of the prospects who get turned away will call you later that day!)

The FREE Investor Seminar DVD, Power Point presentation, ads, and talking points are just a few of the revolutionary tools and systems you’ll find in my Superstar Agent Toolkit.



A \$1999 value... FREE!
**See page 19 to claim your
FREE Toolkit.**

This beefy 9-pound Tool Kit includes all TEN of my revolutionary home selling systems. **These are the exact same reverse prospecting systems I’ve used to sell 600+ homes every year since 1997.**

Armed with this Toolkit, you too will dominate your market, multiply your per-hour earnings by 422%, and become an overnight sensation... all while taking more time off from work!

Why other “TRAINERS” are a waste of money

Until now, it’s been impossible to get a duplicable **step-by-step** blueprint from a superstar agent who’s **active** in the field. Why?

1 The most famous trainers tend to be the least active in the field. Yet you see these same old tired lecturers at the conventions, year after year, riding on their reputations. Sadly, most haven’t sold a home in 25 years. No wonder they still teach cold calling and door knocking. Give us a break already!

2 “By referral only” is simply not enough anymore. Consumer loyalty levels in North America have dropped to all-time lows. Once you’ve dominated your market and become the “brand of choice”, agents who still depend on these worn out methods will be left in the dust.

3 Other trainers inflate the **perceived** value of their material by packing 6” to 8” binders with tons of obsolete, time-wasting **filler** – along with every ad they’ve ever used, **no matter how old or how ineffective.** (Just pull out any of their ads and ask them for response statistics; they won’t have a clue!)

4 When you get home, you still have to turn all of their **abstract** concepts into profitable marketing tools that work in the **real world.** That means risking your valuable time and money. And that process took me 16 years and \$2.3

Why risk your money on complicated technology that takes YEARS TO PAY OFF?

You may know of a trainer with a very expensive approach to marketing: spend buckets of money on advertising, technology, phone systems, and database management – all to acquire hundreds of “not now” leads who aren’t ready to list their houses yet!

The first problem is, there are so many agents following his “secret agent” approach that when you open the newspaper, you find the same generic classified ad listen dozens of times (or hundreds).

Here’s the reality: sellers want the agent who’s most visible and most talked about. It’s impossible to build your brand, and set yourself apart, when dozens of agents are running the exact same anonymous ad that you are!

His approach has another fatal downfall. Besides the financial risk, it can take a year or more just to begin recouping your expenses. And in the meantime, you’re so busy following up with these tire kickers, you’ve got no time left to make a living.

Well don’t worry. I don’t partner with companies that sell web sites, database systems, talking house systems, or anything else. So I have nothing to gain by pushing their products on you.

I don’t advocate any of that overpriced technology. I’ve seen too many agents mortgage their houses, fall into debt, and go bankrupt trying that approach. (And the few who succeed are those with enough capital to ride it out.)

With my approach, you won’t need to divide your savings between five or ten different ad campaigns at once. And you certainly won’t need to spend tens of thousands on a phone system, web site, talking house system, or risky advertising campaigns.

Any one of my systems can make you tens of thousands of dollars, all by itself. And you can start small.

For example, with an investment of less than \$1,000, my FSBO program, flyer program, or automatic expired listing program can multiply your commissions within 30 to 90 days. And you can start profiting from my homebuilder program with less than \$500!

My systems are foolproof and guaranteed to make you money. In fact, if you make it into this year’s Boot Camp before it sells out, I urge you to speak with my “alumni”. I’m allowing 25 of them to attend.

If you find even one alumnus who’s lost money with my home-selling systems, I’ll refund your money on the spot. That’s how positive the field reports have been.

Field reports from agents I’ve turned into Superstars:

“I started with your tear-off flyer program after my first boot camp, and with that system alone I nearly doubled my income. I am now going into my third year, and I have implemented a total of three systems, and I should close well over \$300,000 in commissions by the end of the year. THANK YOU TERRY!! If it had not been for you, I would be still making cold calls four days a week. Now people call me.”

Kevin Thomsen,
RE/MAX Red Deer, Alberta

“Last year I came, I implemented the flyer program, the expired, and the FSBO. Just incredible. I made about an extra \$100,000 implementing those three things. This year I have about five new things I’m going to implement. I’m already number one in my market, and this is going help me stay that way.”

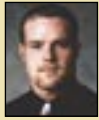
Terry Isaryk,
RE/MAX - Winnipeg, MB

“Terry, the listing presentations you showed us have helped tremendously... I have implemented a few of your programs and here are the results:

1. Flyer program. Approx cost \$2,500.
Revenue from program: \$20,000.
2. F.S.B.O./ Area prospecting program.
Approx cost: \$500. Revenue from program: \$15,000.
3. Radio ads. Approx cost: \$1,800.
Revenue from program \$ 10,000.”

Len Phillips, RE/MAX
- Rocky Mtn House, AB

As of January 1, 2007, I am #15 in British Columbia, #59 in Canada and #1 North of Abbotsford!



"As a new agent, I put everything I had into Real Estate. I worked until 10 or 11 at night, and was spinning my wheels working all hours without decent pay. I gained 75 pounds through bad eating habits and found myself in debt using visa's to rescue me.

I was always running around like a chicken with my head cut off. In 2001, I lost my drivers license for speeding and reckless driving.

In 2002, debt collectors were calling and liens were being threatened. My life was spinning out of control. When I told my boss Rich I was quitting, he asked me to stick it out, he would lend me a couple thousand dollars to help with a tough time.

I accepted. He also said, 'I have a course I want you to attend in Edmonton.'

Terry taught me more than just how to sell a prospect. Terry showed me how to get prospects to call ME, how to set up systems that work automatically, without me being at the office until 11:00pm.

I had never known what it was like to be a millionaire, instead of a slave to my career, until Terry showed me how.

The year before attending his Boot Camp I earned \$135,000. Two years later, my earnings shot up to \$680,000. Last year I made \$1,200,000 and sold 264 homes in my market.

Using Terry's systems, I have become a superstar in my home town. I outsell entire companies such as Royal LePage, Century 21, GR Realty, and have for four years running. As of January 1, 2007, I am #15 in British Columbia, #59 in Canada and #1 North of Abbotsford!

Terry is one of a kind and the only one in this industry worth learning from."

-- Trevor Bolin,
RE/MAX -Fort St. John, BC



Secret #9: Get hundreds of listings from homebuilders!

Imagine a developer who's just built a community of new homes. He's anxious to sell. But his prospects can't buy – and he can't recoup his investment – until they sell their old homes.

You'd think other agents would already be milking these homebuilders for referrals. But incredibly, very few agents know how to correctly approach homebuilders. Or earn their ongoing loyalty.

Using my compelling "intro letter", my deal-closing video, and my home selling guarantee (which your competitors have never thought to offer), I'll show you how to make local homebuilders fiercely loyal to you.

I'll teach you to generate a non-stop stream of referrals from every homebuilder in your area – without kickbacks.

Soon you'll be the "brand of choice" among homebuilders. You'll have them handing out flyers and urging their prospects to call you all day long. (I give you the same kick-butt flyer I supply them with.) And because of their personal endorsements, your prospects will be pre-sold when they call you.

This one method makes me over \$80,000 every year, and the cost of running off flyers is my only expense.

FREE Deal-Closing Video And Proven Sales Letter

My compelling homebuilder sales letter, deal-closing video, and home-selling guarantee are just a few of the revolutionary tools and systems you'll find in my Superstar Agent Toolkit.

Cost of running off 1,000 flyers: \$300.00

**Average return on investment:
\$10,000 in commissions per month**



**A \$1999 value... FREE!
See page 19 to claim your
FREE Toolkit.**

This beefy 9-pound Tool Kit includes all TEN of my revolutionary home selling systems. These are the exact same reverse prospecting systems I've used to sell 600+ homes every year since 1997.

Armed with this Toolkit, you too will dominate your market, multiply your per-hour earnings by 422%, and become an overnight sensation... all while taking more time off from work!

Get a new listing every day of the week!

How do I sell over 600 homes per year? Although I do show homes to potential buyers, I focus 95% of my time on listings. Why?

When and where?

Success-driven agents from across North America will meet Wednesday & Thursday November 19th & 20th, 2008 in Edmooonton for this year's enhanced Superstar Agent Boot Camp.

Now that my previous Boot Camps have generated so many "overnight sensations", and so much word-of-mouth excitement, I'm sure I could raise the price to \$5,999 and still fill 100 seats. (Heck, we already have 14 signups... agents who were turned away last year. And this year's Boot Camp is dramatically enhanced.)

However, I'd like to keep the Boot Camp affordable for everyone, and allow more agents to participate. (I felt badly turning people away last year.) So, to keep the price down for everyone, I'm allowing 25 alumni to enroll this year, along with up to 100 new agents.

The result: you get to participate for a risk-free \$4,999. And if you help me solve a small problem, I'll let you save an additional \$1,000.

Get a \$1,000 early bird discount!

Here's my problem. I don't have an accurate head count yet. And the longer I wait to book a room at the hotel, the more expensive it will be.

I'd hate to waste thousands of dollars on a conference room that's far too big. But I obviously don't want to book a room that's too small, and be forced to pack late enrollers into a second room – where they must watch me on a video screen.

So here's my "Early Bird" offer. To secure your seat in the same room where I'll be speaking, enroll by November 7, 2008, and I'll bonus you a \$1000 discount – which drops your investment to just \$3,999.

Just remember: after the early bird deadline, I cannot guarantee you a seat in the same room with me.

So grab my risk-free offer and reserve your seat today. Don't wind up paying full price, or having to watch me on a video screen.

The best investment of your life – guaranteed!

"Stop wasting your time... You're such a dreamer... You're never going to make it."

Have your relatives ever made remarks like these?

If so, this is your chance to prove them wrong. And, make them secretly envy you for years to come.

Why continue wasting time and money on ineffective marketing when you can profit

wildly from the same explosive methods I've used to sell 600+ homes every year since 1997?

Doesn't it make sense to invest half of one real estate commission – for a guaranteed minimum return of \$5,000 to \$10,000 every month, for the rest of your life?

Do You Qualify?

To qualify, you must meet these two requirements:

1. You may not live in the Edmonton area.

To participate in my Boot Camp, you must live at least 25 miles outside of Edmonton – and we'll check this when you enroll.

Edmonton is my area, and as you've guessed, I dominate many of its neighborhoods. Why jeopardize my iron grip by exposing my secrets to local competitors?

2. Your license may not be transferred.

You may share my ten home-selling systems with your own staff, but not with other agents. (If they were publicized to the industry at large, you and I would both lose our unfair advantage.)



Your \$60,000 Triple Risk-Free Guarantee

If you don't agree that this Boot Camp is the best investment you've ever made, I don't want your hard-earned money. That's why I'm inviting you to participate in the first three hours as my guest... with no risk or obligation.

At lunchtime on Thursday, dig into your Superstar Agent Toolkit and picture yourself applying the secrets you've already learned. At that point, you must be absolutely convinced of these three things:

- 1) That the breakthrough methods you've already learned – in the first three hours alone – will add \$5,000 - \$10,000 to your monthly income. That's at least \$60,000 in extra income over the next 12 months!

- 2) That my home-selling tools and systems are truly the next generation – and contain NO repackaged filler material, or methods you've read or learned elsewhere.
- 3) That every script, flyer, radio commercial, listing presentation, book template, etc, you receive is turnkey and ready-to-go – so you won't waste a single minute turning abstract concepts into real world tools.

If you're not convinced of these three things – if you're not absolutely wowed by the first three hours – I insist that you see me during lunch on Thursday for an immediate 100% refund. No questions. No hassles.

And no matter what you decide, the five hours of secrets you've learned, and the Superstar Agent Toolkit – with its TEN explosive home-selling systems – are yours to keep! That's a guaranteed gain, just for showing up!

That's why I'll ask you to sign a non-transferable license when you arrive Wednesday. It's my insurance, and yours, that only Boot Camp graduates will be privy to this new generation.

Why put up with the frustrations?

Why run around with indecisive buyers, sabotaging your per-hour earnings and sacrificing your family life, when it's so easy to get a new listing every day, explode your per-hour earnings, and spend more quality time at home?

"I have attended other conferences and none of them come close to comparing to yours... The first thing I implemented was your flyer program. I invested \$6500 per month and sent out 20,000 flyers per month and doubled my income from \$300,000 to over \$600,000 in one year... See you this November at your next Boot Camp."

-- David Agema,
Prudential Real Estate Lethbridge, AB

Don't forget, even in their early formative stages, these methods made me \$297,832 in 1993. That was my second year as an agent, before I'd hired a single full time employee. Today, they are far more effective!

If you don't have \$4,999 right now (\$3,999 if you register by November 7, 2008), you can still reserve your premium seat by dividing your investment into two equal payments, billed to your credit card 15 days apart. So why wait?

Why back yourself into a corner, forcing yourself to pay \$4,999 and possibly spend the weekend watching me on a video screen, when you can enroll right now for just two installments of \$2,499.50 – risk-free – and ensure that you train with me face-to-face? Friend, it's always great to save \$1,000. But there's an even more important reason to enroll now:

The \$1,000 savings matters far less than the unfair advantage your competitors will have, if they grab these methods before you do.

If you know any of last year's participants, you've already watched them become a top producer. So you know what I mean.

The next Boot Camp won't take place until November 2009. If you delay, and just one of your local competitors shows up in November, you could be left in the dust, watching helplessly as dozens of lucrative opportunities are ripped out of your hands.

Please don't let that happen. Don't wind up kicking yourself. If you've worked hard and deserve a better future, call 1-877-417-4777 right now. I look forward to meeting you in person.

Sincerely



Terry Paranych

P.S. To secure your seat in the same room where I'll be teaching, secure a \$1,000 discount, and get my TEN explosive turnkey home-selling systems, you must enroll by **November 7, 2008**. Call 1-877-417-4777 right now.

P.P.S. If for any reason you're not enrolling today, be sure to mark the November 7th deadline on your calendar in **BIG BLACK LETTERS** – so you don't wind up paying full price.

P.P.P.S. You can only come out ahead! If you're not thrilled by noon on Wednesday, you'll get an immediate 100% refund. And no matter what, the Superstar Agent Toolkit – with its TEN explosive home-selling systems – is yours to keep!

Fast Fax Registration Form

Terry Paranych's Superstar Agent Boot Camp

November 19th and 20th, 2008 at the Edmonton Marriott River Cree Resort, AB, Canada

YES, Terry, I'm ready to become a Superstar Agent! I live at least 25 miles outside of Edmonton, and I accept your invitation to participate, risk-free, in your new enhanced Superstar Agent Boot Camp in Edmonton. I understand that the schedule is Wednesday, Thursday, November 19th and 20th from 9-5:30pm. with breaks and lunch included on both days.

I understand that I'm fully protected by your \$60,000 triple risk-free guarantee: by lunchtime on Wednesday, November 19th, I must be absolutely convinced that:

- 1) The breakthrough methods I've learned in the first 3 hours alone will add \$5,000 - \$10,000 to my monthly income.
- 2) Your home-selling tools and systems are truly the next generation – and contain NO repackaged filler material, or methods I've read or learned elsewhere.
- 3) Every script, flyer, radio commercial, listing presentation, book template, etc, I receive is turnkey and ready-to-go.

If I'm not convinced of these three things, I understand that I may see you privately during lunch for an immediate 100% refund. No questions. No hassles. And no matter what I decide, the 5 hours of training I've already received, and your Superstar Agent Toolkit, are mine to keep! **Here's what I'll get:**

- | | |
|--|--|
| <ol style="list-style-type: none"> 1) Flyer program 2) Automated Expired Listing program 3) FSBO program 4) Celebrity Newsprint program 5) Outdoor Advertising programs 6) Huge Return / Low Cost Radio programs | <ol style="list-style-type: none"> 7) No Cost Radio program 8) Low Cost TV Advertising programs 9) Investors programs 10) Terry's "Get The Listing Everytime" System |
|--|--|



Bonus me the Early Bird Package!

I'm registering by November 7, 2008, so please reserve my seat in the same room with you, and slash my investment to a risk-free \$3,999.

I'm enrolling after November 7, 2008

and enclosing a risk-free \$4,999. Depending on the number of participants and the size of the conference room, I understand that I may be seated in a second conference room. However, I'm still fully protected by your \$60,000 triple guarantee.

Enroll my assistant or spouse too

for an additional \$999. Although s/he won't get a separate Toolkit, s/he is still fully protected by your \$60,000 triple guarantee.

I'm paying in full today.

Bill me just 50% today, and the balance 15 days from today.

My payment method:  

Card acct # _____

Exp. Date _____

Signature _____

Name _____

Addr _____

City _____

Prov/State _____ PC/Zip _____

Day phone _____

To secure your reservation by credit card, or if you have any questions, please call:

1-877-417-4777

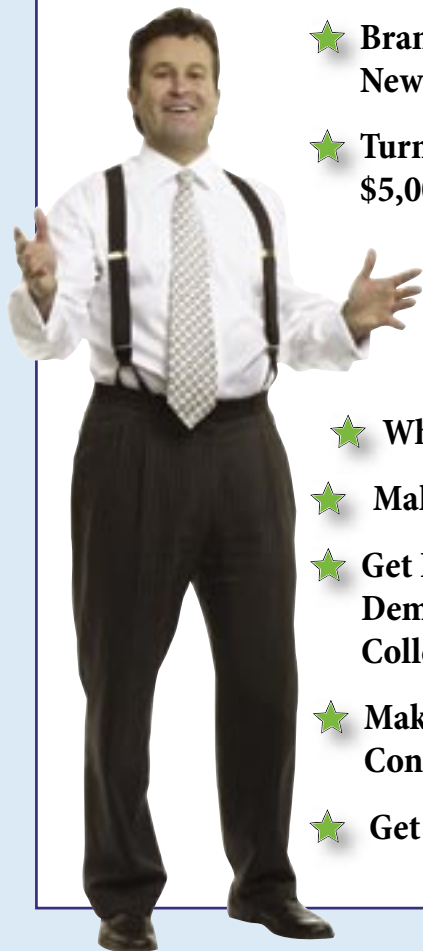


Fax this form to: **780-425-5990** or register online at **www.SUPERSTARAGENT.COM™**



Nine Secrets You Can Use This Month To Become An Overnight Sensation

If you're tired of watching other agents get listings (and pocket big commissions) that could've been yours... If you're sick of being dragged around for months and months by indecisive buyers... If you're fed up with trainers who preach cold calling, door knocking, and expensive technology, then open this Special Report and instantly discover... :



- ★ **Brand Yourself And Be In Constant Demand, Listing New Houses Every Weekpage 5**
- ★ **Turn Every \$1,000 You Spend On Advertising Into \$5,000 - \$6,000 In Commissionspage 8**
- ★ **Make FSBO's Call You First.....page 9**
- ★ **Explode Your Commissions While Cutting Your Work Week In Halfpage 10**
- ★ **What's Wrong With Your Listing Presentation?.....page 10**
- ★ **Make Sellers Beg You To List Their Homespage 11**
- ★ **Get Investors To Call You The "Neighborhood Expert", Demand Your Services, And Recommend You To Their Colleaguespage 12**
- ★ **Make Investors Fight To Sign Your Buyer Agency Contract.....page 12**
- ★ **Get Hundreds Of Listings From Home Builderspage 16**

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