

## RE/MAX Satellite Network - Coaching Hall of Fame - Brian Buffini

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### Brian Buffini



Brian Buffini became one of the nation's top Realtors® by implementing a sophisticated framework to grow his business - 100% by referral! Later, he founded Buffini & Company to share his systems with others and the results speak for themselves: RE/MAX agents in their Business Coaching program average over \$270K income a year. He is also the creator of **100 Days to Greatness® - RE/MAX Edition**, the training program taking the industry by storm. Thousands of professionals nationwide are learning how to rapidly increase business and balance their lives.

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### Coaching Hall of Fame - February 2008

 [Video Stream](#)  
 [Course Materials](#)



### The 3 Keys to Success in Today's Market - July 2007

 [Video Stream](#)



### Learn how to better manage your time - January 2007

 [Video Stream](#)  
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### Personal Growth - July 2006

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### Doing Business by Referral - February 2006

 [Doing Business by Referral](#)  
 [Course Materials](#)

### The Path to High Performance - September 2005

- [Introduction = Understanding Mediocrity](#) (8:27)
- [It's Lonely at the Top](#) (5:27)
- [Growth is Progressive Development](#) (9:20)
- [About Personal Growth](#) (10:27)
- [You Have the Say](#) (7:48)
- [Success is Who You Are](#) (4:34)
- [Goal Setting to High Performance](#) (12:31)
- [Goal Setting to What You Want](#) (4:13)
- [What is Philosophy About Money](#) (14:02)

### Put Your Business on Auto-Pilot - May 2005

- [Introduction/Referrals](#) (7:35)
- [Getting the Referral They Trust](#) (6:05)
- [Intentionally Generate Referrals](#) (4:56)
- [Create Critical Mass](#) (1:43)
- [Trust has 2 Parts](#) (5:11)
- [Items of Value](#) (3:53)
- [Activating Your Inactive Clients](#) (6:31)
- [Confess, Introduce, Present to Inactive Clients](#) (4:43)
- [Follow Up Call](#) (2:41)
- [Items of Value Samples](#) (13:01)
- [Giving the Best Service Possible](#) (7:31)
- [Questions and Answers](#) (5:10)

[Put Your Business on Auto-Pilot Course Materials](#) »

### How to Stay Motivated - July 2004

- [Introduction](#) (7:21)
- [Difference between business fundamentals and personal growth](#) (8:55)
- [Conscious versus Subconscious mind](#) (10:08)
- [3 methods to grow personally](#) (9:48)
- [Intake, Associations, Affirmations](#) (4:42)
- [A couple of How To's - Intake](#) (6:48)
- [Associations](#) (7:29)
- [Surround yourself with positive people](#) (2:58)
- [Affirmation](#) (11:50)
- [Take successful people to lunch](#) (6:13)
- [Questions and Answers](#) (2:17)

### How to Build your Fortune - March 2004

- [Introduction - control of finances](#) (3:11)
- [Run business like a business](#) (8:29)
- [Different world views](#) (4:36)
- [Run your money](#) (6:26)
- [Some solutions](#) (9:13)
- [Sample exercises](#) (7:13)
- [Financial freedom](#) (6:13)
- [America's opportunity](#) (6:42)

### Referral Systems - January 2004

- [The Lead Generation Business](#)
- [Lead Qualities](#)
- [Word of Mouth Lead](#)
- [Proactive Lead Generation](#)
- [Passive Lead Generation](#)
- [Cocooning](#)
- [QA: Personal Notes](#)
- [QA: Building New Databases](#)
- [QA: Overcoming Plateaus](#)
- [QA: National No-Call List](#)
- [QA: Soliciting in Church](#)
- [QA: Sorting Your Database](#)
- [Building Your Database](#)
- [4 Types of Clients](#)
- [Firing Your Bad Clients](#)
- [Client Appreciation Program](#)
- [The "Pop-By"](#)
- [QA: Commercial Referrals](#)
- [QA: Time Management](#)
- [QA: Enthusiasm](#)

### SuperCharge Your Career 2004

- [4 Stages of Growth](#)
- [5 Areas of Life](#)
- [Accountability](#)
- [Changing Habits](#)
- [Goal Setting](#)
- [Intake, Associations & Affirmations](#)
- [Tapping into your Potential](#)

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## **Party Your Way to the Top - January 2005**

- [Introduction - Set the Stage](#) (5:16)
- [Party Your Way to the Top](#) (6:25)
- [Success is Not Hard](#) (6:22)
- [Types of Client Parties](#) (6:00)
- [Personal Contact System](#) (6:31)
- [Client Appreciation](#) (5:46)
- [Cultural Event](#) (7:06)
- [Business Refers/Vendor Party](#) (7:23)
- [Focus on 42 People](#) (2:05)
- [Movie/Family Night](#) (3:20)
- [Questions and Answers](#) (6:15)

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## **Thriving in a Changing Market - October 2004**

- [Introduction: Working in Changing Market](#) (4:29)
- [Sales People](#) (6:00)
- [Greater Sales Skills](#) (2:12)
- [Purchase Decision Mistakes](#) (2:06)
- [Bad/Good Salespeople](#) (8:00)
- [2 Types of Salespeople](#) (8:09)
- [2 Types of Clients](#) (6:17)
- [Great Salespeople](#) (11:56)
- [Efficiency and Professionalism](#) (5:33)
- [Transactional Excellence](#) (4:37)
- [Sequence Concept](#) (7:38)
- [Stability/Success/Significance](#) (5:30)
- [Questions and Answers](#) (10:49)

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