

RE/MAX Satellite Network - Coaching Hall of Fame - Howard Brinton

You are here: [Home](#) » [University](#) » [RSN](#) » [Coaching Hall of Fame](#) » [Howard Brinton](#)



Howard Brinton





With 30 plus years of industry experience and 20 years of teaching and speaking experience, there is no question why Brinton is one of the most inspiring presenters, educators, and motivators in the country. Brinton and STAR POWER Systems have a mission to improve people's business and personal lives. They have been accomplishing that goal for almost 15 years now.

[French Clips](#) »
[Spanish Clips](#) »
[About Howard](#) »
[All Coaching Downloads](#) »

Listing Presentations - May 2007

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

Adapting to the the Real Estate Market - February 2007

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

Premier Community Citizenship and Your Real Estate Business -August 2006

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

Distinguishing Your Service - February 2005

- [Introduction](#) (2:31)
- [Speaker Introductions](#) (3:55)
- [History of Realestate](#) (8:34)
- [Script Doctors](#) (10:04)
- [Using Statistics](#) (6:22)
- [CRS Story](#) (5:29)
- [Scripts](#) (3:36)
- [Commercial Real Estate](#) (5:32)
- [Housing Bubble](#) (2:54)
- [Referral Opportunities](#) (9:51)
- [Prospecting for Profit](#) (5:56)
- [Establish a George](#) (8:38)
- [Power of Education](#) (12:12)
- [Qualities for Success](#) (4:19)

Creating the 'WOW' Experience for your Clients - September 2004

- [Introduction](#) (2:59)
- [Introduction Linda Gaspard and Pat Wattam](#) (2:31)
- [Buying and Selling Process](#) (4:44)
- [Invitation Idea](#) (4:23)
- [Housewarming Party](#) (6:10)
- [Closing Gifts](#) (6:12)
- [Home Sellers Handbook](#) (3:19)
- [Staying Connected with Past/Future Clients](#) (9:21)
- [In House Production](#) (6:50)
- ["We Care About You" Database](#) (4:22)
- [Service Ideas](#) (10:28)
- [Questions and Answers](#) (3:48)

SuperCharge Your Career - 2004

- [Accountability](#)
- [Business Wheel](#)
- [Purpose of Coaching](#)

Negotiating as an Art Form - June 2004

- [Negotiating as Artform Introduction](#) (2:34)
- [Negotiating Defined](#) (3:19)
- [2 Approaches to Difficult Situation](#) (3:37)
- [Basic Ingredients to Negotiation](#) (10:03)
- [Listing Presentation Applications](#) (5:17)
- [Pricing Target](#) (5:50)
- [Fishing on the Market](#) (3:07)
- [Understanding Real Estate Market](#) (6:43)
- [Detailed Overview while Home on the Market](#) (2:36)
- [Buyer Presentation Applications](#) (25:25)
- [Questions and Answers](#) (10:00)

Leveraging Human Behavior Knowledge for Outstanding Results - April 2004

- [Leveraging knowledge of human behavior](#) (1:34)
- [The Platinum Rule](#) (3:48)
- [Differences in Style](#) (4:04)
- [More Direct or Indirect style](#) (3:12)
- [Combining the Results](#) (4:20)
- [I personality](#) (3:18)
- [S personality supporter](#) (4:49)
- [C personality The Thinker](#) (3:41)
- [Mirroring Styles](#) (3:34)
- [Print Material Examples](#) (3:30)
- [StarPower Agents](#) (3:39)
- [Easy Exit Listing Agreement](#) (2:35)
- [Buyer Presentations](#) (7:30)
- [Office Ideas and Dialogues](#) (4:58)

How to Develop Systems that Guarantee Your Business Future - December 2003

- [Developing Systems](#)
- [System Types](#)
- [System Case Study](#)
- [Ideal Week](#)
- [Call-In Forms](#)
- [Buyer Forms](#)
- [Counseling Forms](#)
- [Listing Forms](#)
- [Showing Response Request Form](#)
- [List & Buy Surveys](#)
- [Title Company Script](#)
- [After Listing Letter](#)
- [Repositioning Letter](#)
- [After Sale Letter & Survey](#)
- [Team Script](#)
- [QA-Increasing Market Share](#)
- [QA-Making Behavior a 10](#)
- [QA-Presenting Open House Survey](#)
- [QA-System Requirements](#)
- [QA-Entering New Markets](#)

- [Success Stories](#)
- [The Platinum Rule](#)
- ["I AM" Model](#)

[User Agreement](#) |
[Privacy Policy](#)
| [Contact Us](#)

Copyright ©
2008, RE/MAX
International,
Inc. All rights
reserved.