

RE/MAX Satellite Network - Coaching Hall of Fame - Richard Robbins

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Richard Robbins



After 14 successful years in real estate sales and brokerage, Robbins unleashed an un-wavering passion for helping fellow salespeople and entrepreneurs take their businesses to a new level. Robbins is a sought-after international speaker, has personally coached CEOs and presidents of multimillion-dollar corporations, and presently coaches an elite group of top-producing sales people whose income average is in excess of \$750,000. His presentation will provide you with the tools necessary to create, maintain and grow a thriving real estate sales practice in today's challenging marketplace.

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Converting Leads to Appointments - October 2007

 [Video Stream](#)

 [Course Materials](#)

Moving Customers Beyond Loyalty - June 2007

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Future Focus - May 2006

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Strategic Marketing - May 2004

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- [Overestimate and Underestimate](#) (2:20)
- [Repeatable and Profitable System](#) (2:50)
- [Agents who Can't Build Relationships](#) (2:50)
- [Strong Client Relationship](#) (2:42)
- [Communicate by Telephone](#) (3:57)
- [Role Play - Prospecting/Past Clients](#) (5:38)
- [Role Play - Prospecting/Friends](#) (5:46)
- [Top of Mind Marketing](#) (5:51)
- [Role Play - On Going Communication](#) (4:27)
- [Understand the Number](#) (3:19)
- [Continually Grow Data Base](#) (:54)
- [Role Play - Day after/Month after Move](#) (7:09)

The Art of Listing Property - February 2004

- [Introduction: Improve Your Personal Life](#)
- [Get Better at Listing Property](#)
- [Focus on the Listing Side of Business](#)
- [Control of Listing Inventory](#)
- [Exclusive Right to Commission](#)
- [Perform a Listing Presentation](#)
- [Listing - Role Play](#)
- [80% Closing Presentation](#)
- [Listing Presentation at the Client's Home - Role Play](#)
- [Demonstrate a Competitive Advantage](#)
- [Do a Proper Diagnosis](#)
- [Questions are the Greatest Tools in Sales](#)
- [Is the Client satisfied with their Present Circumstances?](#)
- [Explain to Them What has been done for Others](#)
- [Marginal Tactics Executed Passionately](#)
- [Pre-Listing Package](#)
- [One and Two Step Process](#)
- [List Your Home Before Finding a Home](#)

Ignite, Perform, Achieve - October 2005

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- [Right Idea to Best Result](#) (9:01)
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- [Abundance Attraction Formula / Future Focus](#) (11:17)
- [Income Necessary to Fund Our Lives](#) (2:55)
- [Free Time to Live Our Lives](#) (2:55)
- [Build Value and Sell for Profit](#) (2:59)
- [Detailed Strategy](#) (6:02)
- [Think Win / Long Term Goals to Achievable Objectives](#) (6:17)
- [Massive Action](#) (11:31)
- [Really Review](#) (4:38)
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[Ignite, Perform, Achieve](#) »

Creating Financial Freedom - June 2005

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- [Master Money Problems](#) (4:09)
- [Make Passive Income](#) (3:17)
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- [Characteristics of the Rich](#) (6:07)
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SuperCharge Your Career 2004

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- [Heartbeat of Real Estate](#)
- [Motivation](#)
- [Post-Sale Service](#)
- [Professional Fulfillment](#)
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- [Top Agent Secrets](#)

Magnetic Marketing - March 2005

- [Open/Introduction](#) (6:04)
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[Richard wants to know your Objections - November 2004](#)

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