



## What We Will Cover:

Building your dream

Profiling

Prospecting

Time Management

Database Management

Appraising and Listing

Vendor Management

Home Opens

Negotiating

Working with Personal Assistants

Once a predominantly male dominated industry the real estate industry has produced some of Australia's most dynamic and successful business women – some of whom you will find in your own backyard! While the promise of financial reward, personal freedom and job flexibility lures many women into the industry any successful woman in real estate will tell you the journey is not without it's personal and professional obstacles. Presented by one of WA's most successful women in real estate - Julie Ormston, this workshop will teach you the systems, processes attitude and mindset Julie uses to build her real estate career and maintain a work life balance that gives her career longevity without burnout! (men are also welcome to attend)

## Learning Outcomes:

- Learn the systems and processes that will assist you in building and maintaining your real estate career.
- Learn useful tips on maintaining the balance between your real estate career and family.
- Learn to value your worth and show others why they should be using your services in real estate.
- Learn the mindset and attitude required to overcome career set backs and move forward.

**7 CPD POINTS**

## What's included:

- Instruction by an expert facilitator.
- Small interactive classes.
- Personalised certificate of attendance.

## Duration:

- 1 Day Workshop

## Interested in attending this program?

contact Morton Learning on 1300 855 417 or email [info@mortonlearning.com.au](mailto:info@mortonlearning.com.au).  
Or book online at [www.mortonlearning.com.au](http://www.mortonlearning.com.au)