

The NYARM Training Studio

The New York Association of Realty Managers, Inc.

At NYARM • 500 Eighth Ave @ 35th Street, Suite 807 • NYC

Selling TO The Building Management Industry?

Salesmanship Training

- KNOW when to HOLD 'em,
- KNOW when to CLOSE 'em

✓

\$590
Training
for SALES
to Managers

Prospecting • Reading Your Customer
Cold Calling • Closing • Timing
Referral Sources • Ethical Behavior
Cultivating Repeat Business Relationships

Check which training schedule is best for you!

12:30 to 2pm 6 weekly Wednesdays, begins **October 7th**

8:30 to 10:00am 6 weekly Thursdays, begins **October 15th**



About the instructor Margie Russell:

- 10 years sales and sales training to those selling to real estate mgmt companies & hospitals
- 17 years experience managing multi family and commercial properties in NYC
- 8 years as Executive Director of NYARM, The New York Association of Realty Managers.

Applicant Name _____ Co. Name _____

Mailing Address _____

Tel _____ Fax _____ E-mail _____

Total Payable to NYARM \$ _____ Members \$590
Non Members \$990

Credit Card# _____ Exp _____

Signature _____

MAIL CHECKS TO:
NYARM

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