

For a better quality of life.



HOME BUILDERS  
ASSOCIATION  
of  
METRO DENVER®

## ***The Selling Professional one-hour seminar RSVP Required***

**Wednesday, October 13, 2010, 1:30 P.M.  
9033 E. Easter Place  
Centennial, CO 80112**

*This Afternoon break will supercharge your sales savvy!*

**S. ROBERT AUGUST, BA, MIM, Fellow, MIRM, CSP, CMP, MCSP, CAASH**



### **Your Time “On Stage”: The Sales Presentation**

- Planning – The Key to Successful Presentation
- Motivating buying
- Surefire Formula to Get Attention
- Using Showmanship to Make Your Presentation Come Alive

Robert is president and founder of S. Robert August & Company, Inc., a national firm based in Denver which specializes in providing developers, home builders, Realtors, manufacturers, and lenders marketing/management consultation and sales training. He is the immediate past president of the Institute of Residential Marketing, and the only person to receive the prestigious Bill Molster Award twice. He has marketed/sold more than \$13 billion worth of real estate and related products and has earned almost 1900 spikes for new and retention HBA members.

***Please invite other associate and prospective new members!***

**Register on line at [www.HBADenver.com](http://www.HBADenver.com)  
Under Events & Education.**

Your HBA user name and password is required to register. If you do not have these, select “**Forgot my Password**” at log in and they will be sent immediately to your email address on record with the HBA. Non-HBA members use “**First Time Registrant.**” For further assistance with registration call 303-551-6728  
To register by fax send completed form to HBA at 303-733-9440.

---

**Please sign me up for the October 13, 2010 *The Selling Professional* seminar.**

Attendee Name(s) \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

HBA member? YES \_\_\_ NO \_\_\_ Email \_\_\_\_\_

***Fee: No charge -- RSVP by Tuesday, October 12, 2010***

Home Builders Association of Metro Denver, 9033 E. Easter Place, Centennial, CO 80112  
Phone (303) 778-1400 ▪ Fax (303) 733-9440