



COMING TO BOSTON!

Rockstar to Superstar Leasing & Canvassing Workshop

Want to increase your pipeline of prospects?

Want to get to 'YES' faster?

Come to Beth's Rockstar to Superstar Leasing & Canvassing Workshop!

Beth Azor has been in the commercial real estate industry for almost 30 years. She owns her own shopping centers and leases every day. She deals with what you do on a daily basis.

In the last 18 months, she has done deals with Walmart, Aldi, Ross Dress For Less, Verizon Wireless, Starbucks, Kirkland's, Amscot, Casual Male DXL, Blaze Pizza, Mission BBQ, Select Comfort and more. She understands co-tenancy, kick-outs, and exclusives.

While you may have been in sales workshops or seminars before, this one is different. It's different because Beth doesn't just "talk the talk", she also "walks the walk"!

Part of this workshop includes actual canvassing in the market! She will take you by the hand and show you how she gets mom & pop retailers to say 'YES'!

You'll also experience first-hand:

- The Best Ways To Identify Great Tenant Prospects - Including the Top 5 Most Likely Tenants for ANY Center and the Top 3 Payers - should be on every leasing agent's wish list!
- How to Build a Pipeline of Prospects who Want To Be in Your Center
- Canvassing Strategies that Yield Results
- How To Make Cold Calling Fun and PRODUCTIVE
- 5 Ways to Get Inside Your Prospect's Head
- The fastest way to Become Your Prospect's Solution
- And much more...

Plus, you'll leave with the following...

- Effective canvassing strategies and door openers
- A targeted and specific niche determined for your properties
- An ongoing comprehensive plan to help you succeed... And fit it all in!

So, if you're ready to learn the ins and outs of retail leasing and literally hit the ground running, this is the perfect program for you.

For more information or to register,
please contact

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