



THE BRODKIN TRAINING METHOD

# Module 11 - Lesson 7

## **It's Game Time!**

[TheBrodkinTrainingMethod.com](http://TheBrodkinTrainingMethod.com)



The Brodkin Group



- ☐ Download and customize the TBRG Listing Presentation Powerpoint
- ☐ Download and personalize the Home Seller Guide
- ☐ Customize Your Marketing Proposal and Service Commitment
- ☐ Practice and role-play your Listing Presentation
- ☐ Practice and role play seller's objections
- ☐ Top Producer Users: Copy the Seller Action Plan & revise/customize as needed
- ☐ Personalize the Listing Checklist as needed

"If you laugh, you think, and you cry,  
that's a full day. That's a heck of a day.  
You do that seven days a week; you're  
going to have something special. Don't  
give up. Don't ever give up."

– Jim Valvano

