

# HAPPY MONDAY!

**I'm Pleased To Share Some Exciting News...**

- In 2012, PGR Agents Received 860 Hot Leads From Our Featured Listings On AJCHomefinder.com!
- Starting Today – Only 3 Months Left In 2012!
- Are You Ready To Finish Strong?

[CLICK HERE FOR MORE DETAILS AND UPCOMING EVENTS](#)



**DAN FORSMAN**  
PRESIDENT & CEO

**Starting On Monday, October 1<sup>st</sup>  
There Are 3 Months Left In The Year!**

**Are You Ready To Finish Strong!**



**860 Hot Leads From Our  
Featured Listings In 2012!**

***Links To Listing Details Go Directly Back To  
PGR Listing Detail Pages. Ensures The  
Best Chance To Create A PGR Agent Lead.***

## Listing Views

Saturday - 10,096

Friday - 10,216

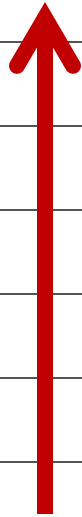
Thursday - 9,660

Wednesday - 11,213

Tuesday - 9,506

Monday - 10,330

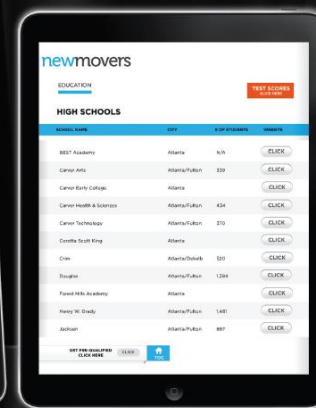
Sunday - 9,748



## PRUDENTIAL GEORGIA REALTY INTRODUCES NEW MOVERS SMART MAGAZINE



1 Learn About Area & Lifestyle



2 Learn About Public & Private Schools



3 Search Homes & View Market Videos

Generating Leads Just Got Easier!



- **PGR Listing Views Are Up This Weekend.**
- **250 New Website Leads Created This Week**
- **New Movers & Video Reports Driving Traffic**
- ***Real Trends Studies Indicate That Increased Search Activity Will Result In More Sales!***

# New PGR Coaching & Training Opportunities

# PGR Coaching “Connect With Your Database”

## Begins October 10<sup>th</sup>!

*Sign Up On  
PGRU.com  
Today!*



### CONNECT WITH PGR COACHING

*PGR Coaching will CONNECT you with success in the 4th Quarter of 2012 and start 2013 strong!*







- Have you had good intentions of organizing your database and just haven't?* ✓
- Do you get sidetracked from lead generation and building future business opportunities because of distractions?* ✓
- Want to be systematically in control of your day and who you contact, when, why and with a relevant message?* ✓
- Want to be excited about reaching out to people you know to uncover opportunities to help people buy, sell, or invest?* ✓

## Then Sign Up Today!

**NEW! PGR PERFORMERS SESSION  
CONNECTING TO YOUR DATABASE**

PGR Performers Fall Launch is being infused with a tremendous Database focus to help our agents grow their database, cultivate leads and even have the opportunity to have special assistance with creating an electronic data base, imported into your agent client contact system!

*Note: Even if you have completed PGR Performers in the past, this session will be rewarding and focused on growing your network and contacts!*

**NEW Launch Dates of  
OCT 10th & OCT 11th**



## Prudential

Georgia Realty



# New Advanced Property Marketing Classes!

*Register On  
PGRU.com  
Today!*



## UPCOMING PGR TRAINING OPPORTUNITIES

### Advanced Property Marketing System Training Classes



**APMS 1: Sept. 24th WNCW Buckhead Office 12:30pm - 3:45pm Instructor: Todd Tucker**

Want more listings? Get APMS! PGR is #1 in listings taken & sold three years running...come find out why! Learn the secrets of PGR's exclusive closed loop marketing system and win more saleable listings in today's market. Plus you will see how to dazzle your clients with PGR's new digital listing presentation! Let us walk you through the 5 phases of the system- Assess, Design, Implement, Measure and Optimize.

**APMS 2: Oct. 22nd WNCW Buckhead Office 12:30pm - 3:45pm Instructor: Todd Tucker**

Do you procrastinate when it comes to improving your listing presentation? Well, just come to this class and we will help you get it together! You will go through the steps of preparing, presenting, pricing, marketing and servicing a listing with traditional and online solutions. Learn how to assimilate the key components of the presentation including supporting documentation and leave behind documents.

**APMS 3: Dec. 10th WNCW Buckhead Office 12:30pm - 3:45pm Instructor: Todd Tucker**

Ever think of something you coulda, shoulda, woulda said or done for a seller if you could "do-over"? This class will equip you with what you could, should and will say in the future to communicate better with your clients, keeping them informed about the changes in the local real estate market. Knowledge is power and you will practice handling objections and overcoming competitive challenges like a pro! Plus this class is a lot of fun with its game-style format.

**Register For Classes at PGRU.com**

*\*Each Class is 3 Hours of FREE C.E. Credit*



**Prudential**  
Georgia Realty

# Digital Listing Presentations

+

## New Movers

## Smart Magazine Classes!

*Register On  
PGRU.com  
Today!*



UPCOMING PGR  
**TRAINING OPPORTUNITIES**

### Mastering The Digital Listing Presentation & New Movers Network Training Classes



Sept. 19th Perimeter North Office 9:30 am to 12:45 pm Instructor: Todd Tucker  
Nov. 2nd Perimeter North Office 9:30 am to 12:45 pm Instructor: Todd Tucker



Students will learn how to deliver the Digital Listing Presentation for the listing of property and will further understand the analysis of establishing a price and using the technology sources available to compile the information needed to determine value. Students will also understand which documents to present and review with the client and what information to leave behind.

Class participants will also discover the New Movers Network magazine and how to effectively become the community resource and ways to use the magazine as a lead generation tool.

**Register For Classes at PGRU.com**  
*\*Each Class is 3 Hours of FREE C.E. Credit*



**Prudential**  
Georgia Realty

**2013 Business Strategy & Planning  
Plus Leveraging Your Database!  
(Details Coming Next Week)**

*October 10<sup>th</sup> and 11<sup>th</sup>*

*Register On [PGRU.com](http://PGRU.com) Today!*



# **Local Social Media Workshops**

*(Sponsored by HSA)*

**Instructor- National Trainer & Coach  
Burke Smith**

***Coming The Week Of October 22<sup>nd</sup>***

***Register On [PGRU.com](http://PGRU.com) Today!***