



The Tom Gillett Company, Inc

PRINCIPLED NEGOTIATIONS



TOM GILLETT has been a mainstay in real estate and appraisal education for over twenty years. After having the honor and privilege of serving his country in the United States Navy as a helicopter crewman, Tom was discharged from the service in 1974 and began a real estate career that now spans over thirty years and four decades. Having worked as a salesperson, broker and appraiser,

Tom now focus' his efforts in education. Currently, Tom instructs over five hundred classes per year in varied real estate subjects and has been a contributing author for companies such as Prentice-Hall Publishing, Applied Measurement Professionals, The Psychology Corporation, Thomson-Computaught, Thomson South-Western, Dearborn Publishing and the Georgia Real Estate Commission. In addition to writing the real estate career manual "Breakaway To Success", Tom co-authored the textbook "GEORGIA REAL ESTATE: An Introduction To The Profession" along with Texas attorney Charles J. Jacobus. Bringing to education the same tenacity and commitment to mission accomplishment that brought Tom the respect of his fellow crew members over 30 years ago has today made him a "top gun" in the classroom. His achievements were recognized by the Georgia Association of REALTORS® as he was named the 2003 Georgia instructor of the year. In 2006, Tom was honored to receive the Distinguished Career award from the Georgia Real Estate Educators Association. Tom now lives in Snellville, Georgia with his wife of over 25 years and their two children.

Quality, Powers & Planning



Tom Gillett Live

Join us for an exciting Negotiation Strategies session with GAR Instructor of the Year, Tom Gillett. This Georgia Real Estate Commission CE approved session will help you understand the qualities of a negotiator, identify the powers to use in negotiations, develop a negotiation plan and to identify the physical aspects of a negotiation.

Thursday, March 21st
9:30am-12:45pm

Holiday Inn - Roswell

909 Holcomb Bridge Rd Roswell, GA 30076

FREE 3HR CE Credit

Register Today at PGRU.com

PGR Institute of Real Estate
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