

# Monica Neubauer

PONCHA SPRINGS TOWN HALL | February 13, 2019

## **Pricing in a Shifting Market** *(3 CE for \$38)*

9:00 am - 12:00 pm

Everyone wants a good price. But – what price is “just right?” There’s no one answer to that. If you think pricing for all houses is done just one way, think again. You see, every larger area is made up of mini-markets. Just because one mini-market shifts, doesn’t mean the others will too. Market shifts make pricing houses difficult. If you want to know which parts of a house hold real dollar value, this course is for you.

## **Run Your Business like a Business** *(½ Day Clinic for \$50)*

1:00 pm - 5:00 pm

Have you ever considered the fact that being a Real Estate Agent means owning your own small business? If you’re not treating it as such, it’s time to make a change. This workshop covers what every small business owner must know to grow – from where income and business come from to budgets, growth, standards to set as an agent, and lots in-between. Through great planning and execution, you can and will become the best agent in town.



Monica Neubauer lives life *Funtentionally*. She chooses to engage her life and business with laughter and intention. As the Podcast Host for the Center for Realtor Development with NAR, she invites you to upgrade your business with purpose. In 2015, she received the REALTOR of the Year award from the Williamson County Association of Realtors in Brentwood TN. She has been helping homeowners since 2002 in the Nashville Area.

**Special Bundle pricing of \$80 if you register for both sessions.**  
Lunch will be provided for members who register for BOTH sessions.

Poncha Springs Town Hall | 330 Burnett Ave | Poncha Springs  
Registration link available on the ROCC website  
[www.rocc.realtor](http://www.rocc.realtor) > Member Links > ROCC Classroom