

Don't miss **DWAN & BILL'S** All-Day Saturday Seminar! *"The Most Successful Couple in Real Estate"*

A TWO-PART PROGRAM

Short Sales in the Changing Market!

Learn to Negotiate Like a Pro

Dwan and her husband Bill are going to share an amazing Saturday with you. With over 1,800 deals under their belts and over 20 years' experience, they will teach you how to earn millions each and every year. They are national speakers as well as successful investors. They specialize in every aspect of investing from findings deals to short sales to bankruptcy to rehabbing to super negotiating, and all with super success. They believe if you have the right scripts and use the right tools, you'll be successful in every area of this exciting business. Don't miss this amazing power couple.

Bring your most difficult objections with you and watch Dwan and Bill walk right through them.

WHAT YOU WILL LEARN IN THE MORNING

- ⇒ Doing "Short Sales" the NEW way!
- ⇒ How to get \$50,000 checks!
- ⇒ Unique methods of finding distressed sellers that cost little or nothing!
- ⇒ What to say to Loss Mitigation!
- ⇒ The key sentences to get the banks to say "Yes" to all your offers!
- ⇒ What to do when the bank says NO!
- ⇒ **AND SO MUCH MORE!**

WHAT YOU WILL LEARN IN THE AFTERNOON

- ⇒ How to handle the toughest banks and homeowners with ease!
- ⇒ How to increase your closing ratio to 80% and earn more money for the same work you are doing now!
- ⇒ How to turn a \$10 investment into \$10,000 QUICK PROFIT.
- ⇒ How to wholesale bank-owned properties!
- ⇒ Getting rich with no money and no credit!
- ⇒ **AND SO MUCH MORE!!!!**

LEARN TO NEGOTIATE LIKE A PRO

Your ability to answer questions and handle objections gives you an edge over other investors. You will derive more business and better control of your deals. Bill Twyford will teach you the scripts, objection handlers, and persuasive language patterns that will have banks and homeowners eating out of your hand and wanting to do business with you. Once you are privy to some of these negotiating secrets – your income will go through the roof!

- 10 Steps to Investor Success
- Giving Homeowners Options
- Active and Passive Marketing
- Friendly & Conversational Speaking vs Scripts
- Words, Body Language & Tonalities
- Rate of Speech
- Passing & Leading
- Embedded Commands & how they work
- Words that create relationships
- Down Swings & Up Swings
- Assumptive Tag Phrases
- Building Agreement
- Words that create action and response
- Repeat, Approve & Respond

WORKSHOP EVENT LOCATION, TIMES & PRICING

Saturday, October 20, 2007 – 9am to 5pm • Registration starts at 8am

If pre-registered by 10/18/07, \$99.00 for BAWB Members / \$129.00 for Non-Members

After 10/18/07 (including day of event if space is available) – \$150.00

South San Francisco Airport Conference Center

255 S. Airport Blvd. • S. San Francisco, CA 94080 • 650-877-8787

DWAN & BILL'S ALL-DAY WORKSHOP REGISTRATION FORM

PLEASE PRINT CLEARLY

Count me in! I can't wait to attend this workshop for real estate investors.

Name _____

Address _____

City/State/Zip _____ E-mail _____

Telephone No. (____) _____ No. of seats you are paying for _____

My check or money order for \$_____ (made out to BAWB, LLC) is enclosed as full payment for reserved seats.

Please charge my credit card for amount of purchase.  

Card Number - - -

Exp. Date - Signature _____

MONTH YEAR

Two Ways to Register



By Fax

707-939-8476



By Mail

To: BAWB, LLC
P.O. Box 1639
Sonoma, CA 95476

Mail-in customers – cut along dotted line and return this coupon with your check, money order, or credit card information.