

# LIVE EVENT AGENDA



## EVENING BEFORE

6:00 PM – 8:00 PM

### Community Mixer

Experience the rare opportunity to connect with other professionals and create relationships that can help build your business. Join us for this networking opportunity to exchange ideas, strategies and referrals with fellow attendees from all over.

## DAY OF SESSIONS

9:00 AM – 10:00 AM

### 01 A Special Session Brian Buffini

Join Brian Buffini as he shares how to smash through the barriers to a thriving business and have your best year yet. He'll also save time for a live Q&A at the end of this powerful session.

10:00 AM – 10:45 AM

### 02 Get More Listings... NOW! with Joe Niego

Nothing will have a bigger financial impact on an agent's career than becoming proficient at acquiring and selling listings. America's Best Listing Agent, Joe Niego, shares winning dialogues to connect with sellers early on and how to conduct a listing appointment to beat out the competition.

10:45 AM – 11:15 AM

### Break

11:15 AM – 12:00 PM

### 03 Fast Track Your Finances with Dave McGhee

As Buffini & Company's Vice President of Coaching, Dave McGhee and his team of Certified Coaches has helped thousands of clients build their fortunes. He'll share proven best practices for shoring up your finances, achieving financial freedom and developing a plan to build wealth.

12:00 PM – 1:30 PM

### Lunch Break

1:30 PM – 2:15 PM

### 04 Selling to Your Strengths with Kevin Buffini

As our resident Communication and Profiling Expert, Kevin Buffini is a master in his craft. He will help you understand, develop and perfect your selling style – so you can generate more referrals and make more sales in a way that is congruent with how you're designed.

2:15 PM – 3:00 PM

### 05 Bring Your Goals to Life with J'aime Nowak

In this intuitive goal writing session, Master Trainer J'aime Nowak will explore the purpose behind the goals we create, the common obstacles encountered along the way to achieving them and the practical steps you can take to effectively bring a goal from the drawing board to fruition.

3:00 PM – 3:30 PM

### Break

3:30 PM – 4:30 PM

### 06 Mastering Your Craft Panel of Joe, Dave, Kevin & J'aime, Hosted by Dermot Buffini

This powerhouse Q&A panel will be hosted by Dermot Buffini and feature speakers Joe, J'aime, Dave and Kevin. Audience members will get a chance to have their questions answered by the industry's top experts within their fields.

Learn more at [buffiniandcompany.com/mc](http://buffiniandcompany.com/mc) or call 1-800-945-3485 x2

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