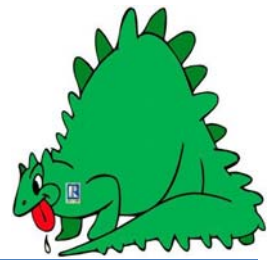


# DITCH THE DINOSAUR MENTALITY!



**“Time to learn new skills for a changing market”**

The Eastern Connecticut Association of REALTORS®

is proud to present its

**4<sup>th</sup> Annual Education Fair & Trade Show**

**Friday, October 1, 2010**

**8:30 A.M. – 4:00 P.M.**

**Mohegan Sun**

**1 Mohegan Sun Boulevard, Uncasville, CT**

REGISTER BY  
AUGUST 13<sup>th</sup>  
AND  
SAVE \$20

Featuring National Speaker: Joe Stumpf,

Master Real Estate Coach, Referral Marketing Expert &  
Founder of By Referral Only!

Learn how to use technology to get 2 referrals in 7 days!

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

Joe Will Give You...

The EXACT 3-Step System Used  
By Top Producers To Get 2 New  
Referrals In 7 Days:

The Entire Phone Script

The Entire Text Message Script

The Entire Post Card Script

★ ★ ★ ★ ★ ★ ★ ★ ★ ★



★ ★ ★ ★ ★ ★ ★ ★ ★ ★

Plus - Joe Will Show You...

How to get high-quality leads from simple  
everyday conversation

How to generate new clients with no  
advertising, cold calling, farming, floor time,  
or on door knocking

Magic words to gain INSTANT CREDIBILITY  
with your clients so they refer you again  
and again

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

Fax Back The Form On the Reverse Of This Flyer And Register Today **OR**  
Register Online: <http://www.realtor.org/eCat2445.nsf/selectcat?openform>

The nearby Hyatt Place has set aside a block of rooms for those interested in staying overnight. To receive a discounted room rate,  
please tell the hotel front desk that you are attending the **“ECAR Function”**.

Reservations to stay at the Hyatt Place must be received no later than September 1<sup>st</sup>.

Hyatt Place: 2049 Norwich-New London Tpke, Uncasville, CT. Phone: 860-383-1234



# DITCH THE DINOSAUR MENTALITY!



## “Time to learn new skills for a changing market”

### 4<sup>th</sup> Annual Education Fair & Trade Show Registration Form

(One registration form per person, please!)

#### Overview

**8:30 a.m. – 9:00 a.m**

Registration

**9:00 a.m – 12:00 p.m**

Keynote speaker: Joe Stumpf of By Referral Only

**9:00 a.m – 4:00 p.m**

Trade show open

**12:00 p.m – 2:00 p.m**

Box lunch, networking, visit trade show

**2:00 p.m – 4:00 p.m**

30 Minute revolving technology seminars

*(featuring: “30 Websites in 30 Minutes” with Linda Davis, “The latest technology” from CTMLS, AT&T presents the iPhone, and Verizon Wireless presents the Blackberry & Droid)*

#### Attendance Options:

**Early Bird Full Conference: \$69** *(early bird registration expires 8/13)*

**Full Conference: \$89** *(registrations received after 9/24 and walk-ins – **space permitting: \$99**)*

**\*Trade Show Only: \$20** *(registrations received after 9/24 and walk-ins – **space permitting: \$30**)*

*\*Morning seminar, lunch & 30 minute presentations **not** included in Trade Show Only\**

**1. Registration:** Please register me for the Education Fair & Trade Show at the Mohegan Sun in Uncasville on October 1, 2010 as follows:

**Early Bird Full Conference:** \$69 \_\_\_\_\_ **Regular Full Conference:** \$89 \_\_\_\_\_ **After 9/24:** \$99 \_\_\_\_\_

**Trade Show Only:** \$20 \_\_\_\_\_ **After 9/24:** \$30 \_\_\_\_\_

#### **2. Please complete the registration information below.**

Name: \_\_\_\_\_ Telephone: \_\_\_\_\_

Company: \_\_\_\_\_ Email: \_\_\_\_\_

Primary REALTOR® Association: \_\_\_\_\_

Please return to: Eastern Connecticut Association of REALTORS®, P.O. Box 58, Yantic, CT 06389-0058 or  
Fax to 860-892-2599 if registering with a credit card payment.

#### **3. Payment:**

##### Payment to ECAR for October 1, 2010 Education Fair & Trade Show

Check for \$\_\_\_\_\_ enclosed.     Charge my credit card \$\_\_\_\_\_. Type of Card\*:  MasterCard     Visa     Discover

Credit Card Number\*: \_\_\_\_\_ 3 digit Code\*: \_\_\_\_\_ Expiration Date\*: \_\_\_\_\_

Name on Credit Card\*: \_\_\_\_\_

Credit Card Billing Address \*: \_\_\_\_\_ Zip Code\*: \_\_\_\_\_

Signature\*

Date

\*Required