

# The Most Amazing Covert Persuasion Secret... Used By The Most Influential People Throughout History!

*- like Aristotle, Buddha, Jesus, Galileo, Churchill, JFK,  
Martin Luther King, Nelson Mandela, and many more*

- Learn How to "Install" Automatically The Voice Tone of Persuasion - Instantly Double Your Closing Rate
- Obtain the Secret of Grabbing a Listener (even that most difficult person!)
- Program a "Persuasion Blueprint" That's Quick and Easy To Master - Radically Increase Your Sales!

Those who don't understand the use of persuasion skills in their business are potentially leaving tens of thousands of dollars for somebody else to take. Hopefully you are not one of them.

Adding these persuasion skills to your arsenal can easily increase your sales by 50% to 100% (or more).

Join us at the *'Style of Persuasion' Training*; one of *The New "Language of Sales"* series on influencing masterfully.

Among other things, enjoy learning the following:

- § Discover how to make listing presentations **10-times more effective...** by simply making a change in your tonality! It will take you only 7 minutes of practice to implement this change ... for the rest of your life.
- § Reprogram your mind to go into "Influencer Mode" naturally. This state of mind turns you from fumbling your words to **commanding your listeners** at a deep unconscious level so that they believe that **doing what you say is exactly what they're supposed to do.**
- § Have your eyes opened, and learn the 22 points of difference between how Top Producers communicate and how the average agent tries to influence.
- § Find out your true tendency to **lead others through persuasion skills and how to develop technique** so that you ace the listing confidently.

The simple truth is most real estate agents don't want their competition finding out about *The New "Language of Sales"*. These kinds of tips, tricks, and secret techniques are simply some of the most valuable information available on communication.

Too bad for them; because now you know about it!

Do you want to continue selling real estate without the benefit of using these secrets? Secrets which will literally multiply and magnify your sales by as much as 50%... 100%... even 200%... or more?

Of course not, so reserve your workbook and RSVP now!

*Let's kick it up a notch!  
Let's start learning how to really persuade!*

You may **call now for details** or to reserve your seat and get an information packed workbook. Call 888-682-6950 Ext.1

When: **Wednesday, July 16<sup>th</sup> from 12:30 pm to 2:00 pm**

Where: **Weber North Davis Association**, South Ogden

Tuition: \$59. WNDAR Members and their Guests– **Receive FREE Admission** (Please kindly RSVP to [Dale@SetIntent.com](mailto:Dale@SetIntent.com) or call 888-682-6950 Ext. 1 to receive your FREE information packed Workbook for the Course.)

**RSVP now and receive a FREE bonus Report** entitled, "How to be a Master Influencer".

## TRAINER'S BIO

### *Dale T. Diaz NLP MP – Set Intent Training & Coaching*

*Dale actively and exclusively sold Real Estate from 1992 to 1999, before entering into the training and public speaking field traveling the national speaking circuit.*

*He has a complete understanding of the industry at every level including broker, manager, owner, team leader, and salesman.*

*Dale has owned and operated a national seminar and training company called Training Dynamics Inc., and later Set Intent Training and Coaching, since September 1999. He has been a professional public speaker for more than 25 years, taught in nearly every state in the U.S., and has been the keynote speaker for audiences of over 5,000 in attendance.*

*Dale currently focuses on coaching real estate agents, loan officers, and title officers one-on-one and with group training on the subjects of top performance, motivation, and sales technique and promotes a new membership site called, "Virtual Self Coaching".*

*Dale is a Neuro-Linguistic Programming Master Practitioner and trained and certified in top performance behavioral sciences such as Rational Emotive Behavior Therapy, Time Line Therapy, and Typology - a behavioral science.*

*After one hour of being in his seminar room or coaching office, after one chapter of one of his books; you will forever be transformed. Experience training and coaching with Dale and reach your objectives.*