

STEVE KODAD

SESSIONS

Change the ENERGY and Sell a Home FAST

Going that extra mile to sell a home doesn't have to be expensive or complicated. Create "curb appeal" outside and inside a property to spark the emotional attachment that sells homes! Your sellers will be impressed when you stage their home using techniques to improve energy flow and capitalize on the 8 Most Impressionable Moments. Understanding the psychology and environments that promote interest, attraction, and a sense of comfort will help you maximize a home's appearance, increase the number of offers, and ultimately decrease days on market. *(Half-Day or Full-Day)*

"My home had been on the market for over 200 days. It had plenty of showing traffic, but fell short on offers. All of Steve's recommendations were affordable and easy to address. In one Saturday, I had impacted all the major areas. The house energy felt improved very quickly. The next day we got a 'cash offer!'" - Lisa Alban, St Petersburg, FL

The Absolute Best House! Going Beyond Buyer Basics

Have you ever had a buyer who ends up purchasing a home just because it "feels right"? Buyers have priorities, but you can be the agent who also just seems to know what will delight them! Enhance your current house-hunting abilities with lessons from the 4000-year-old science of Feng Shui. Lot position, where the sun rises, proximity to over-energetic neighbors, design flows, and more all contribute to buyer's emotional experience of enjoyment and contentment. You can offer insights that move beyond the basics of number of bedrooms, etc., to finding homes that increase a buyer's well-being . . . and your referrals! *(Half-Day)*

From Blueprint to Balance: Advising Clients on Building

Increase your advice value with Clients by bringing unique insights into the construction process. Find out how to insure their comfort, security, and success by making sure specific rooms are placed correctly, the lot has been chosen carefully, landscaping has been considered, and everything has been thought of down to the plumbing and wiring. When a home is built considering Feng Shui principles, it comes off as in balance and harmonious. Natural light is emphasized and encouraged, and the flow of energy reaches all parts of the house generating a positive feel to the home. *(Half-Day)*

"Class absolutely FULL of the most useful information. It will be of great benefit to my clients!!"
- Cassandra Pavone, REALTOR®, Asheville, NC

International Home Buyers: The Feng Shui Advantage

Don't limit your earning potential by ignoring international investors! These potential clients are often cash buyers seeking to purchase high-end real estate. They need real estate market expertise from a professional who understands their perspective. A working knowledge and appreciation for the ancient environmental science known as Feng Shui will increase your appeal and effectiveness with many foreign buyers, not only those from Eastern cultures. The international investment market continues to grow rapidly: are you ready to make the most of it? *(Half-Day)*

Green, Clean, & Serene

Steve Kodad shows you how blending the philosophies of Green and Feng Shui can save money, make a healthier home, and reduce environmental damage. For example, you'll learn how landscaping can decrease energy bills; how specific types of lighting, flooring, and plants can affect us, and how sealing a home correctly can have multiple benefits. Using the natural world to go Green can make a home a place of great comfort, safety, and a magnet for success. *(Half-Day)*

"I made all of the changes he listed. The changes were simple but dramatic . . . I took these changes to my new home because it made me feel so good!" - Angela Daniels, Cincinnati, Ohio

Universally Accessible: Home Design, Modification, and Comfort

A diverse, differently-abled and aging-in-place population is creating enormous demand for homes that are functional and versatile as well as welcoming and beautiful. As a real estate professional, you need to be able to identify, evaluate, and understand the designs facilitating livability. For example, what modifications are most in demand, easiest to implement, and add the most value—both financial and emotional? Universal Design isn't just about new construction and buyers; Universal design applies to modifications to existing property and sellers who want to maximize their value. *(Half day)*

"Totally amazing! Using just what we had, Steve re-arranged the den, dining room, and master, and made it feel like a million bucks. It was gorgeous and extremely open. He gave us tips about the outside to improve our curb appeal also. The results are hard to believe, but the home sold on the first showing!!"
- Becky Hill, Rock Hill, SC

Max Out LinkedIn: Business Building for Real Estate Professionals

With more than 10,000 followers, Steve Kodad is recognized by LinkedIn as a "Top 5%" member. Learn the secrets of his success and how you too can easily use LinkedIn build referrals and increase local clients. No matter if you're new to LinkedIn or a long-time member unsure of "how it really works," Steve will show you how to nurture relationships, add connections, and target specific clientele. (2 to 2 ½ hours)

Make Your Office a MAGNET for Agents and Productivity!

Empower your office by addressing the environment, inside and out. Design elements such as furniture placement, color psychology, and lighting can create feelings of security, comfort, and productivity. A well-designed, attractive space promotes increased effort, creativity, and retention which increases sales. From the exterior to reception to work areas, agents and their clients benefit from surroundings that feel harmonious and welcoming. (Half-Day)

"I had a listing that had 21 showings with no success. After the sellers completed the items on Steve's list, the very next person that saw the home bought it. I have also used him to help me with my office and home to bring the right energy and increase the effectiveness. He can show you how placement of furniture and objects in the home can give your buying clients the sense of security, safety and comfort needed for them to choose which home they will purchase."

- Marie Avery, Avery Realty Team at RE/MAX Alliance Group, Sarasota, Florida

B R E A K O U T S E S S I O N S

- Making the Curb Appeal "Pop" using Feng Shui
- Emphasizing the 2 Most Important Rooms with Feng Shui
- The 8 Most Impressionable Moments
- Top 10 Biggest Turn-offs for a Feng Shui Savvy Buyer
- Essential Elements for an International Buyer
- 5 Major Problems for a Universal Design Buyer
- Why Your LinkedIn Profile is not Getting You Connected
- 8 Ways Productivity is Impacted by Office Appearance



STEVE KODAD M.Ed., CFSP, FSCRE, FSREA, CNHS, GRI

"Sell Quick. Buy Smart. Build Correctly."

Steve Kodad is a nationally recognized expert, author, and trainer in the 4000-year-old environmental science Feng Shui. His background as a top producer and co-owner of 30-agent real estate company helped him shape immediate, practical Feng Shui strategies that are proven to sell homes more quickly. Author of three books, including his latest *The Feng Shui Cure for Home Sellers*, Steve has been a featured expert on TV, radio, and in print for groups such as Home & Garden, Fox News, and PBS. Steve is President of The Feng Shui Cure.



"What a wonderful, eye-opening experience this class was! Interesting, thought provoking, educational, and practical in every way. Thank you for that wonderful class, Steve!"

- Rhonda Grimes, Athens, Georgia, REALTOR®



BOOKING INFORMATION:

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