

# BREAKFAST of champions



ADELAIDE



## Brenton Ilicic

EYS Auctions - Founder & Director

**He leads a team of 7 specialist Auctioneers who facilitated over 1,300 Auctions in the 2018 Calendar year.**

Over the last 12 months, certain pockets of Melbourne have experienced a rapid 30% decline in property prices & **Brenton will discuss his experiences, systems & processes to combat a down-turning market.**

**Many Sales Consultants have not worked in a declining market...**

**Brenton will show you strategies:**

- to reignite buyer interest
- upstage your negotiating skills to respond to the current tough market

## NEW DEVELOPED STRATEGIES

- **Educating Vendor** in respect to Market
- **Setting reserves** that are most competitive
- **Process** from booking to Auction Day
- **Communication** with Sales Consultants & Vendors
- Techniques during the Auction to **extract the most from bidders**
- **Mid-Auction Negotiations**
- Strategies for Sales Consultants to convert Stale private treaty listings to Auction
- Effective utilization of **Gavl online Auction streaming**

**Brenton trained & got his Real Estate & Auctioneers Licence in South Australia!**

At our Breakfast, Brenton will be elaborating on how to convert more Open for Inspection attendees into active bidders at Auction and how to inspire your vendors to set their reserve at competitive levels in a declining market.

**Thursday 7th March 2019  
7:15am for 7:30am Breakfast  
7:50am On the Air!**

**Lexus of Adelaide | 164 West Terrace, Adelaide**

**\$36 per member, or bring a friend!**

**2 or more tickets for \$30 each**

**(Non members are invited to join prior to attending)**

**Bookings by Friday 22nd February**

**<https://bit.ly/2GY8HK8>**



## Sam Alexander

Klemich Real Estate

**At 22...how I got confidence of vendors**

- **My First Days in Real Estate**
- **How I got established**
- **Why I chose a career in Real Estate**
- **Is it for everyone?**
- **How i created a database of my own**
- **How i fast-tracked my new career**

### KEY SPONSORS



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