



SAN FRANCISCO
ASSOCIATION of REALTORS®

THURSDAY THINK TANK

Getting the Property SOUL'D:

A Breakthrough System for Successful Stress-Free Buying and Selling

Whether you are considering real estate as a career or struggling for a sale in this competitive sellers market, author **Paula Pagano** will share sale secrets successful real estate agents know that you don't. She can show you how to guide your clients to bridge the gap between expectation and reality and how to compromise to get the deal done while at the same time living a balanced life and not working 24/7.

About Paula: Paula Pagano has been a top producing agent and broker in San Francisco for over 30 years. In 2009 she became a best seller on Amazon with her book *SECRETS OF A TOP SALESPERSON – How Emotions Make or Break the Sale* and has recently release a follow up book *GETTING THE PROPERTY SOUL'D – A Breakthrough System for Successful Stress-Free Buying and Selling*.

Paula has served on both the Board of Directors for the **San Francisco Apartment House Association** and the Board of Directors for the **San Francisco Association of REALTORS®**.



When: Thursday, March 17, 2016
3:00 p.m. to 4:30 p.m.

Where: San Francisco Association of REALTORS®
301 Grove Street
San Francisco

Cost: This class is offered at no charge for SFAR MEMBERS

Register today! Go to my.sfrealtor.com and click on **Calendar**