

# LEAD GENERATION

**SCCAOR Edu.**  
Industry standard training, for industry professionals

"The MARKET OF THE MOMENT"

The Mindset, The Commitment, The Action of Being a Top Listing Agent !

Tuesday,  
January 29, 2019  
9:30 AM - 12:30 PM

\$25 SCCAOR Members  
\$35 Non-Members

1651 North 1st Street,  
San Jose, CA 95112  
408.445.8500



**RICK GEHA**

Leadership  
Speaker | Coach

There are so many ways to do lead generation. Learn the criteria for deciding what works best for you.

Understanding systems behind getting, keeping and nurturing leads as well as converting and closing leads. Understanding the pillars of lead generation systems and structures behind team building goals and roles on a team.

- How to get my arms around such a broad subject
- There's so many ways to do this lead generation, criteria for deciding what works for me
- The role of internet leads, buying them, getting them, etc.

Register: [sccaor.com/leadgen](https://sccaor.com/leadgen)

## SCCAOR Course Cancellation Policy

Rev. 12.6.18 19LGRG1

If you must cancel or reschedule your reservation, a full refund will be issued if notification is received by email, or in writing (not by telephone), three (3) days prior to class. Those who book within three (3) days are not eligible for cancellation or refunds. To cancel, please send an email to [education@sccaor.com](mailto:education@sccaor.com) and identify the name of the course and include the order number associated with the purchase of the course. In the event that a student should fail to attend a class, the tuition for said class is forfeited and will not be transferred to future classes.

SCCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCCAOR will issue a full refund. In the event of rescheduling, SCCAOR will send immediate notification and transfer all reservations, including payment, to the new date.

For more information, contact the education department at [education@sccaor.com](mailto:education@sccaor.com)  
For additional Educational Opportunities please visit [www.sccaor.com](http://www.sccaor.com)