

Instant Credibility



“The fastest way for an agent to gain **INSTANT** credibility from their database, social media connections, and their fellow agents is by listing their first luxury home!”

- Michael LaFido

**LUXURY
LISTING
SPECIALIST
PODCAST**



Evolution Of A Real Estate Agent





COLD OPPORTUNITIES



1. Cancelled & Expireds
2. FSBO's
3. Neighbors Of Your Listings
4. Host Other Agents Open Houses
5. Neighbors Of Those Open Houses
6. Buyers Of Your Listings
7. Your Farm



WARM OPPORTUNITIES



1. Referring Sources
2. Past Clients
3. Sphere of Influence
4. I Have A Buyer
5. Current Sellers
6. Current Buyers
7. Raving Fans

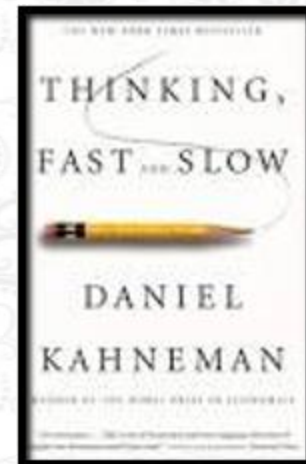
Become Likeable & Trustworthy

- *People Would Rather Do Business With A Person They Like & Trust Rather Than Someone They Don't, Even If The Likeable Person Is Offering A Lower Quality Product Or Service At A Higher Price.*

~ Daniele Kahneman

Renowned Psychologist

Nobel Peace Prize In Economics



Luxury Networking Group

LUXE
LUXURY LISTING
SPECIALIST



Ferrari Event



Art OF SPEED *DYNAMIC EXPERIENCE INVITATION*

Together with Ferrari North America, CONLON/Christie's International Real Estate invites you to experience the elegance, sportiness, versatility and breathtaking performance of the Ferrari California T at the Ferrari Art of Speed driving experience.

THE PERFECT SYNTHESIS OF INNOVATION AND TECHNOLOGY

The Ferrari California T's new twin-turbo V8 is a classic Ferrari engine, reinvented for a new generation, delivering instantaneous throttle response, blistering performance, impressive torque and a signature soundtrack.

THURSDAY, JUNE 2ND, 2016

3:00 PM – 7:00 PM

PRIVATE WHEATON ESTATE

Call or text Michael LaFido at 630-674-3488 to RSVP

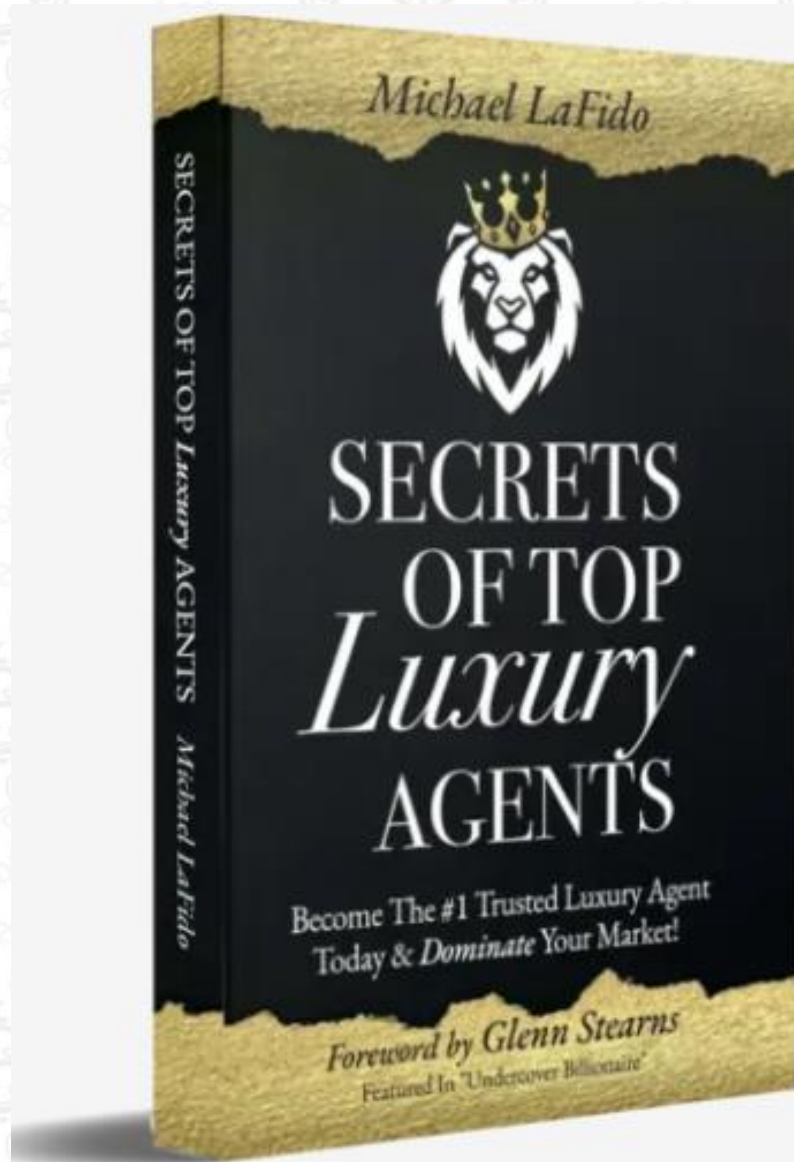
RSVP

To schedule your personal driving experience or for more information, please contact us at CaliforniaT@ferrariartofspeed.com or call 201-706-7007.

Please note that all drivers must be at least 25 years of age, possess a valid driver's license and automobile insurance.



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