

It Is Not WHAT You Say, It Is HOW You Say It - Mindy Price

Communication is key in our business whether it's retaining our current residents or attracting prospects. All too often there is a disconnect. Do you ever say one thing, and someone hears something else? Do you ever wonder, how is your colleague more successful than you? Why do they always have the right words? Did someone get a promotion or close a lease and you did not? In this session you will learn how to sharpen your communication skills to give the right message at the right time, become an active listener to identify opportunities and challenges, and up your interpersonal game with your colleagues, prospects, and residents.