

Monica Neubauer

Speaker, Podcaster, REALTOR®

FUNTENTIONAL living

This is Monica's motto for life, and she brings this element to every keynote, workshop or class. With a focus on real life activities in a shifting marketplace, Monica helps agents improve their businesses with real life help – personally and professionally.



Having just completed the SRES course you taught to our Irongate agents here in Dayton, I wanted you to know how much we all appreciated your teaching skills, your subject knowledge and your enthusiastic passion for this important segment of the real estate market. Your sincerity and concern for the “mature” in our society made the class seem both timely and relevant. Absolutely everyone finished those two days of class feeling this was time very well spent. Thank you for coming. You make us all proud to be Realtors.

Wishing you continued success,

Steve Brown

2014 President, National Association of Realtors

Enthusiasm and Engagement. Monica's style keeps agents involved and helps them apply the material to their business. She has been a Realtor in the Nashville, TN market since 2002. In 2015, she was awarded the “REALTOR of the Year” distinction by the Williamson County Association of REALTORS. She is a national instructor for local and state associations, NAR, CRS, REBI, and REBAC. In 2014, Monica was awarded the SRES Outstanding Service Award. She is the host of NAR's Center for REALTOR Development Podcast.

MonicaNeubauer.com

CRDPodcast.com

FranklinTNBlog.com

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The Leader in You – Leadership Essentials

Every person is a leader at some place in their lives. And some people choose to lead through influence, position or attitude. This class looks at personality types and the different ways people lead, encouraging people to lead with their strengths and tap the gifts of others as they operate as a team. We discuss personal growth and development, leading by attitude, running meetings, and encouraging others as we journey with them. Perfect class for Leadership Academies. 4 or 6 hours.

- Communicate So Others Can Hear You
- The Leader in You – Leadership Essentials
- Change is the New Normal
- Pricing in a Shifting Market
- Success for the Sellers
- Setting the Stage for Buyer Success
- Sell, Don't List: Providing Top Notch Seller Service
- Joining or Starting a Team – Benefit or Burden
- Negotiate with Confidence
- Helping Buyers with New Construction
- Fair Housing Made Relevant
- Agent Technology Essentials
- 7 Secrets to a Balance Life for Agents