



Monica is one of the best instructors that I have ever worked with. Her subject matter is timely and relevant, and our members absolutely love her. Monica does a great job interacting with the students.

Christie Bevington, Former Education Director, Nebraska REALTORS®

# MONICA NEUBAUER

## *The Maverick Motivator*

### WHY MONICA NEUBAUER

- Whether it is a keynote or educational program, Monica's core content is geared towards improving the audience's ability to problem solve, strategize and be more decisive about their careers and personal life.
- Monica's extensive real estate background and experiences in multiple markets provides her with a broad base of knowledge from which to design programming that is locally relevant, impactful and memorable.
- Laughter and positive reinforcement of concepts through personal reflection are a keystone of Monica's presentation style. Attendees appreciate her uplifting spirit with her Maverick flair.
- Monica is a Certified Speaking Professional with the NSA and a Certified Virtual Presenter. These speak to the confirmed experience she has had so you know you are hiring someone skilled and prepared.



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Monica Neubauer is a fan favorite of mine and my members. She does her homework on the applicable state licensing laws and the market she is teaching in. Monica has a fabulous level of energy and engagement in her courses that keeps the student's attention while gaining the valuable knowledge she is sharing. She is top notch in dedication and passion, making her someone you don't want to miss out on working with.

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## ABOUT MONICA NEUBAUER

As a Maverick Motivator, Monica Neubauer's mission is to help people grow in positive directions in their personal and professional lives. She is the author of *Straight Talk for Real Estate Success: 80 Tips for Structuring, Organizing, and Promoting Your Business*, the Podcast Host for NAR's Center for REALTOR® Development, has worked 22 years as a successful real estate professional and 15 years speaking nationally. As a voracious learner with varied life experiences, Monica is committed to creating a highly interactive learning environment with engagement and stories so the audience leaves wanting more. Her topics include communication, modern selling practices, negotiation, problem solving and maintaining a healthy life balance throughout.



## PARTIAL PROGRAMMING OPTIONS

### Working with Buyers: Communication, Compensation and Contracts

Buyers Agency is more important than ever. Agents need a clear plan for laying out their business model to their clients. Clear expectations lead to better transactions. Monica will provide lists and guidance for onboarding clients. Learn to understand client motivations, articulate your services, obtain an agreement, and take the next steps toward helping that buyer purchase the right home.

### Insighting Leadership with Collaboration and Solutions

Effective leadership requires 360-degree vision. To empower a group more effectively, an awareness of your own and other's personality types can go a long way in accomplishing goals. This course has 3 - 2 hour modules that include self-leadership, the basics of running a meeting, a Disc assessment and other tools to help agents or staff to better understand others and themselves.

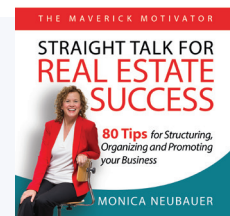
### AI Communication: Tech and Humanity to Improve Customer Service

AI is a business tool we all will be implementing. It is a tool for agents to use to complement their humanity. Agents need to know when using AI is useful and when it may be creating something wrong, illegal, or unethical. All communication, in every form, is the responsibility of the agent. There are fantastic benefits of using AI while remembering the importance of our humanity.

Other Topics include Business Strategies, Financials for Agents, Negotiation and Communication, as well as NAR's Bias Override class.

**Monica's expertise is now available beyond the classroom!**

*"Straight Talk for Real Estate Success: 80 Tips for Structuring, Organizing and Promoting Your Business"*



Download Monica's full Program Catalog today! **MonicaNeubauer.com** Discover multiple options for general keynotes and educational sessions.

Designation and RRC Courses also Available

