

# THE *Elevated* *Experience* PLAYBOOK ALC COMMUNITY

*with Neveen Michael*

## July's Topic: The Psychology of Trust

People don't just hire an agent — They choose someone they **trust**. In this month's session, we'll talk about how **every conversation, every touchpoint, and every experience shapes trust**.

Learn how to build meaningful relationships that inspire confidence, create life long clients, and generate referrals naturally.

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**WEDNESDAY, JULY 8TH**

**1:00PM**

**NAPERVILLE TRAINING ROOM OR HYBRID**



**KW INFINITY**  
KELLERWILLIAMS

KELLERWILLIAMS  
*Luxury*