

Cruising for Closings:

Listing Presentation + Turning One Listing into Many

with Maria Montes De Oca, KWPP

One listing should never equal just one transaction.

Join Maria Montes de Oca as she breaks down how she presents her value during listing appointments and leverages every listing opportunity into additional leads, referrals, and future business.

You'll learn how to:

- Create a listing presentation that builds confidence and trust
- Maximize exposure around every listing
- Turn listing activity into **additional opportunities**
- Build long-term momentum from one appointment



Event Details:

- ▷ Tuesday, June 23rd
- ▷ 12:30pm-2pm
- ▷ KW Experience Training Room OR Hybrid



✦ For every time you attend one of our Cruising for Closings classes (five total) **IN PERSON**, you will receive one raffle entry to win a **HALF-OFF BOLD SCHOLARSHIP** for our September BOLD series — A value of approximately \$400! Bring your Cruising for Closings passport to each class and have it stamped by Leadership to receive credit for attendance. More classes attended = More momentum toward more listings, more closings, and maybe even your next BOLD experience. ✦