

SESSIONS

JEREMIAS 'JMAN' MANEIRO

Bringing TechXpertise to Every Generation

"His evaluations say it all with an average student satisfaction rating of 97.58%! Participants get tools, techniques and methods they can apply immediately in their businesses."

- Priscilla Toth
Director of Education
NY State Assn of REALTORS®

KEYNOTES

GET OVER YOURSELF How to overcome the biggest obstacle that is keeping you from being successful ...YOU!

FEED THE WOLF The most important conversation you can have is the one you have with yourself. There are two wolves inside all of us. Feed the wolf of courage and overcome any situation

6 SECOND LEGACY Can the opportunity of a lifetime come down to just 6 seconds? JMan shares how critical moments played out for him in front of millions on national TV and formed his legacy.

THE GREATEST SHOW ON EARTH The greatest things in life change for us as we change our perspective. Focus on the why and discover how the greatest show on earth is right here, right now.

"Excellent Speaker and Trainer very knowledgeable but also Very Funny! He is the real deal ... Highly, Highly Recommend."

- Ifoma Pierre

"Our members loved him!"

- Mikel Traweek, Summit Association of REALTORS®



JMAN'S VIDEO BOOTCAMP This hands-on workshop gets you out of your comfort zone to implement video in your real estate business. All aspects of video will be discussed: the necessary equipment and programs, how to take the best videos, editing, where to publish, and more. We'll cover YouTube Channel basics and optimizing your SEO. We'll finish with a live video demonstration to help you understand not only HOW but WHY live video gets to the top of all social media news feeds. *3 hours; Broker & Commercial Versions Available*

JMAN'S VIDEO BOOTCAMP 2.0 This more in-depth version of the 3-hour class takes a closer look at the topics discussed above but with an emphasis on work shop style activities. *6 hours; Broker Version Available*

JMAN'S VIDEO BOOTCAMP This intense, highly interactive, and in-depth bootcamp covers all aspects of video. You'll be sent a list of equipment, programs, and apps ahead of time to prepare you so you can leave the program with ready skills. In class we'll generate and edit videos; then create a YouTube channel and optimize it to maximize SEO. By the end of the Bootcamp, you'll do a live video of your own and repurpose it on different social media platforms. You will understand first hand not only HOW but WHY live video gets to the top of all social media news feeds. *1-2 days*

LIVE VIDEO SUCCESS SYSTEMS Edge out your competition and position yourself as a real estate expert by going LIVE. We'll teach you what to say, how to say it and where it can be said. Everyone else is scared to go LIVE and that's exactly why you should do it! It's much more than Facebook as we will discuss Instagram, Twitter and YouTube. There will be LIVE demonstrations and tutorials as you discover how to make your way to the top of everyone's newsfeed and be top of mind when it comes to real estate. *Broker Version Available; 2 hours*

H-ME-TV: BE THE STAR OF YOUR OWN YOUTUBE CHANNEL! Every minute 48 hours of video are uploaded to YouTube and every day more than 3 billion videos are viewed. It is more important than ever for you to be prominent on this growing platform. Consumers are googling everything, and video is at the top of the search results. You will learn what kind of content to create, how to properly title your video and write relevant descriptions, and how to optimize your SEO with metatags so you can be found as a real estate expert. *1-2 hours; Broker Version Available*

HYRE (HOST YOUR OWN REAL ESTATE SHOW) Ready for a blueprint to create your very own super engaging real estate show? We will discuss how to create, market and publish great real estate content that keeps your audience engaged and following you. Get known as the area expert and it won't matter if Facebook algorithm changes: Your fans will follow you and want to know when you're going LIVE next. *1-2 hours; Broker Version Available*

BE THE BOMB! BOMBOMB is the bomb, and this is a video course devoted to just the BombBomb video platform! We will demonstrate how you can communicate more effectively with consumers by incorporating video into your real estate business! You'll identify the best systematic approaches to video and client relationship management in one great platform. *1-1.5 hours*

SOCIAL MEDIA MASTERY This program reviews the basics of Facebook as well as other current social media platforms. We'll cover how to set up Facebook personal and business pages, Linked In, Instagram, Twitter, and Pinterest accounts. You'll get each platform's best practices so you can provide better service, develop better relationships and brand yourself as the real estate expert for a certain area. You'll even learn how each audience requires a different message and specific social media strategy. *3 hours; Broker Version Available*

SOCIAL MEDIA ETHICS SMACKDOWN Social media is here to stay, and real estate professionals need to master the best ways to use these platforms to represent their client's best interests without violating the REALTOR® Code of Ethics. We'll discuss all the applicable Standards of Practice for social media marketing and how we can raise the bar of professionalism TOGETHER. This course has been written to meet the NAR mandate. *3 hours*

"A.I.M. was by far the most energetic seminar we have ever had at CMCAR! Recommend highly to any board who is interested in a refreshing CE course with a dynamic instructor."
- Ann Marie Uhlman CEO, Cape May County Association of REALTORS®

A.I.M (Agents In Motion) 4 Success Unchain yourself from the office and become a mobile road warrior—an Agent In Motion! How? We'll discuss options on going paperless, working with electronic signatures, and incorporating video into your business. Find out how to use effectively mobile devices such as the iPad to present to clients, to better communicate with them, and to give them the ability to view properties remotely. Road warriors need great apps so we'll discuss the best apps for you to better serve your clients and maximize your productivity. *3 hours*

TECH TOOLS FOR REAL ESTATE What tools are in your tech toolbox? Are you ready to exceed the expectations of today's tech savvy consumer? Real estate professionals will leave with the tech tools necessary to provide exceptional service, communicate more effectively, and conduct business while on the go. We will also discuss the technology behind systematic approaches to every transaction while providing equal and ethical service to all. *1-2 hours*

MilleniWHO? A class about Millennials taught by a Millennial! Get ready to learn everything you wanted to know and then some about those Millennials and the Y Generation. We will discuss what Millennial Buyers and Sellers are looking for in an agent and how to exceed their expectations plus how to work better with your fellow real estate agents. NAR's generational trends report will guide us to help you redefine your value proposition and understand what matters to these Generations the most. *3 hours or 3, 1 hour sessions*



WHAT APP? We'll have an in-depth discussion about the Top 5 real estate apps and how you can use them in your business. Apps will be downloaded. Apps will be demonstrated. We'll even briefly review the top 25 apps that didn't make the Top 5! Take this session again and again and find out what's new in apps from an active agent who's constantly seeking to provide better service through better technology. *1.5 hours*

NEW MILLENNIUM BROKER MANAGEMENT We'll discuss how a broker can still be tech savvy on a budget and provide the systems and programs their agents need to in order to provide high level consumer service. You'll evaluate how you and your brokerage can be seen by consumers as more professional in your marketing, online communication, and social media. This session even arms you with ways to effectively manage the online activities of your agents. Get the critical operating activities and business building tech for a new millennium. *1-3 hours*

"Entertaining and educational from start to finish. Professional, yet engaging material. I highly recommend!" - *Shari Bauer Fox*

60 MINUTES OR LESS *MiniSessions*

BE THE BOMB! This is a video course devoted to just the BombBomb video platform & its uses in creating marketing magic.

GOOGLE SWEET! Streamline your business with Google: Folio, Hangouts, Calendar, Keep, Voice, Duo & more.

H-ME-TV-YOUTUBE TELEVISION You will learn what kind of content to create, how to properly title your video and write relevant descriptions, and how to optimize your SEO with metatags so you can be found as a real estate expert.

HYRE-HOST YOUR OWN REAL ESTATE SHOW Find out how to create, market and publish great real estate content to keep your audience engaged and following you.

MilleniWHO? SELLERS! We will discuss what Millennial Sellers are looking for in an agent to how to exceed their expectations plus how to work better with your fellow real estate agents.

MilleniWHO? BUYERS! We will discuss what Millennial Buyers are looking for in an agent and to how to exceed their expectations plus how to work better with your fellow real estate agents.

TECH TOOLS FROM THE FUTURE IN THE PRESENT JMan hopped in his DeLorean & brought back from the future all the real estate tech tools you'll want know about NOW so you're ready for them when they arrive as part of your business tomorrow.

WHAT APP? There will be an in-depth discussion of the Top 5 Real estate apps and how to use them in your business.

LIVE VIDEO SUCCESS SYSTEMS Gain the edge on your competition and find out how you can position yourself as an expert in real estate by going LIVE.

BOOKFACE 101 Basic and best practices of how to use Facebook for real estate.

SNAPGRAM & INSTACHAT Instagram tips and tricks including IGTV and Snapchat.

V.I.P. (VIDEO IMMERSION PROGRAM) Overcome your fears by doing videos on different platforms with the guidance of a video expert.

SPECIAL *Programs*

TECH FAIR Have Tech Fair, Will Travel. We have all the systems in place to put on a tech fair in your city. You tell us what the budget is, and we can work backwards from there. We can put on a single person tech day; bring in our own subject matter experts and have concurrent sessions going on throughout the day; or emcee the event, do some speaking, and work with your local techies. It could be up to 25 sessions or less depending on the amount of breakout sessions the venue supports or your group desires. We can suggest the topics or work from a list you provide. We are flexible and have the experience and knowledge to make this event a success. It typically has no CE and will be your most well attended event of the year. *1 day*

REAL ESTATE ACCELERATOR PROGRAM FOR NEW AGENTS Powered by Dearborn. A common misconception is that a new agent only needs licensing education in order to be successful. The truth is, there are strict limitations on what can and cannot be taught in a licensing course. What nearly all licensing courses lack is exactly what Real Estate Accelerator provides. This two-day, intensive boot camp and 4-week continued coaching program is designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business. This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. *2 days + coaching program*

COMMERCIAL TECH TOOLS Become the commercial agent of the future by attending this session about all the tools that you must have to excel as a commercial agent now and next year. We'll discuss how to have the global marketplace at your virtual fingertips, streamline your systems, be more efficient, provide a higher level of professionalism, and showcase your properties in ways you have never imagined. *1-2 hours*

GRI courses also available customized from above sessions and/or covering buyer, selling, & business planning topics.

ABR, Accredited Buyer Representative

e-PRO® Certification Program (ePRO)

SRS, Seller Representative Specialist

SRES, Senior Real Estate Specialist

INSTRUCTOR DEVELOPMENT *Workshops*

IMPRESI YOUR AUDIENCE: THINK OUTSIDE THE POWER POINT BOX!

T3-TECH TOOLS FOR TRAINERS

MOVE THEIR FEET & FILL THE SEATS

JMAN'S VIDEO BOOTCAMP

SMM-SNIPE STYLE SOCIAL MEDIA MARKETING

HYRE (HOST YOUR OWN REAL ESTATE SHOW)

MILLENIWHO

IMPRESS WITH IMPROV

P4-PREMIER POST PRODUCTION PRO

LIVE VIDEO SUCCESS SYSTEMS



JEREMIAS MANEIRO is a tech-savvy millennial who speaks from the heart and specializes in helping everyone improve their tech expertise regardless of skill level or generation. Audiences across the nation love the enthusiasm, energy, and humor he brings to every presentation. "Jman" has been engaging audiences since 2002 with his ability to power learning through anecdotes from his life as a real estate practitioner. His perspective is fresh, his delivery is authentic, and his content is fluff free. JMan is ready to help you overcome your fears and start crushing your goals now.



BOOKING & INFORMATION

Info@BettsWorks.com

888.423.3430

www.RealEstateSpeakers.com