



## **PAM ERMEN**

**Real Life Real Estate Insights Delivered with Warmth, Intelligence, and Experience**

CRS, GRI • More than 35 years' of hands-on and head-on market experience • In-demand International speaker, and coach to brokers, companies and superstars • Nationally recognized authority on real estate teams • Highly successful management career in both privately-owned & franchise brokerages • Real Estate Educator of the Year in Virginia • [PAST CLIENT LIST](#)

"We were completely awed by her ability to introduce and teach statistics in a way that could be easily understood. We would highly recommend inviting Pam to give a workshop for your members especially in this competitive environment!" - Libby Sheard, CEO, Little Rock REALTORS® Association

"When I saw Pam was speaking again for NAR I made sure I attended her session, 'Team Dynamics for Brokers.' After hearing it I knew I had to book her for our Premier Client Group meeting. She is professional and approachable. She not only knows her stuff, she lives it."

- Mark W. Hanna, Sr. VP, Consulting Services, Weichert Real Estate Affiliates, Inc. [MORE TESTIMONIALS](#)

### **SESSION TITLES**

- **Collaboration... the DNA of Innovation! KEYNOTE**
- **The Leadership Lap KEYNOTE**
- **Mastery 2020: Taking It All to the Next Level KEYNOTE**
- **Pulling the Plug: Connecting with the Connected Consumer KEYNOTE**
- **Triple Crown Performance KEYNOTE**
- **"That's IT!" 10 Activities to Attract Business and Do It Better in 2020! KEYNOTE**
- **Pulling the Plug: Connecting with the Connected Consumer KEYNOTE**
- **5 Steps to 5 Stars: Strategies, Scripts & Insider Secrets**
- **7 Types of Sellers**
- **Build a Better Agent in 30 Minutes or Less**
- **Economy 360: Interpreting Today's Economic Factors**
- **FSBO's . . . Playing the Odds**
- **Finding Unlisted Inventory in a Fast-Moving Market**
- **Is Good Enough GOOD Enough? (For AEs & Staff)**
- **Planning on Purpose: Life Changing Business Planning**
- **Priority Pricing: Are Your Properties Positioned to Sell?**
- **The Principles of Emotional Selling**
- **Radical, Relevant or Ridiculous?**
- **Right Sizing a Downsizing Generation**
- **Seeing Double! Making the Most of a Multiple Offer Market**
- **Team Dynamics: Building Successful Teams Today**
- **Team Dynamics for Brokers**
- **50 Questions A Broker Should Answer Before Starting Teams!**
- **The Principles of Profit: This is No Time to "Practice" Real Estate**
- **Radical Recruiting**
- **Manage, Train, Recruit, Retain**

<https://youtu.be/haKNm7AQp4E>



<https://youtu.be/ApL868dV3gY>



<https://youtu.be/mkbegVsX7xQ>



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