

JOHN D. MAYFIELD

AUTHOR | BROKER |

SPEAKER



**SALES
TRAINING &
RESOURCES**



Sales Training
Ideas,
Conversations,
Resources







WAKE UP

CALL





SOLD

We can SELL YOURS too!









HELP!



Conversations...





60

55

50

45

40

35


30

25

20

15

10

A pair of white over-ear headphones is shown from a top-down perspective, resting on a light-colored wooden surface. The left ear cup is in the foreground, and the right ear cup is in the background. A bright red heart-shaped sticker is placed on the right ear cup. The text is centered on the sticker.

*“When we ask and
listen, our agents will
share what’s on their
heart’s”*



THE
SAME
OLD
THINKING

THE
SAME
OLD
RESULTS

A

Y



$$f(x) = \begin{cases} x, & x > 0 \\ -x, & x \leq 0 \end{cases}$$
$$f(x) = g(x) \iff$$

$$\sqrt{x^3 - \sqrt{x} + 1} = x^3 + \sqrt{x} + 4$$

$$2|x^2 + 2x - 5| = x - 1$$

$$\left(\frac{8}{7}\right)^{1/3} = \frac{1}{\sqrt{2}}$$

$$y = x^2 - 2x$$

$$F = \log_a y$$

$$\log_n f(x) = k$$

$$\log_a(x) = \log_a(x)$$

$$\sum_{i=1}^n x_i = 9x$$
$$f(x) < 0$$
$$f(x) = g(x)$$
$$\log_n f(x) = \log_n g(x)$$

$$y = x^2 - 2x$$

$$y = 2x$$

$$F = \log_a y$$

$$\log_n f(x) = k$$

$$\log_a(x) = \log_a(x)$$

$$\log_a(x) = \log_a(x)$$

$$\log_a(x) = \log_a(x)$$









2024
PROFILE of

International Homebuyer Transactions

of MIAMI Association of REALTORS® Members

February 2025





Capitalizing on International Buyer & Seller Trends

Meeting Number: Marketing – Bonus Meeting, Miami

Category: Professional Development

Materials Needed: Handouts Included with Meeting, Flip Chart,

Estimated Time: 30 – 45 Minutes

PowerPoint Available: Yes

Meeting Objective: To help agents leverage current international buyer trends to generate more leads, win more listings, and increase their income in 2024.

Step #1

Opening Icebreaker – "Global Gold Rush" (5 Minutes)

Activity:



Easy


Sales Meetings




5 MINUTES

TO A SUCCESSFUL REAL ESTATE CAREER




 John Mayfield

From Seeds to Sales: Cultivating Consistent Prospecting” Habits


 Course • 2 Lessons

Updated at Mar 1, 2025



 John Mayfield

Recruit-a-Palooza


 Course • 1 Lesson

Updated at Feb 4, 2025




 John Mayfield

The Little Red Book of Selling - Part 2 - Words Have Power


 Course • 1 Lesson

Updated at Jan 3, 2025




 John Mayfield

10X is Easier than 2 X for Real Estate Agents

 Course • 2 Lessons


Updated at Dec 13, 2024



 John Mayfield

Helping Your Agents Showcase Their Value



 John Mayfield


How to Handle Obiections Effectively



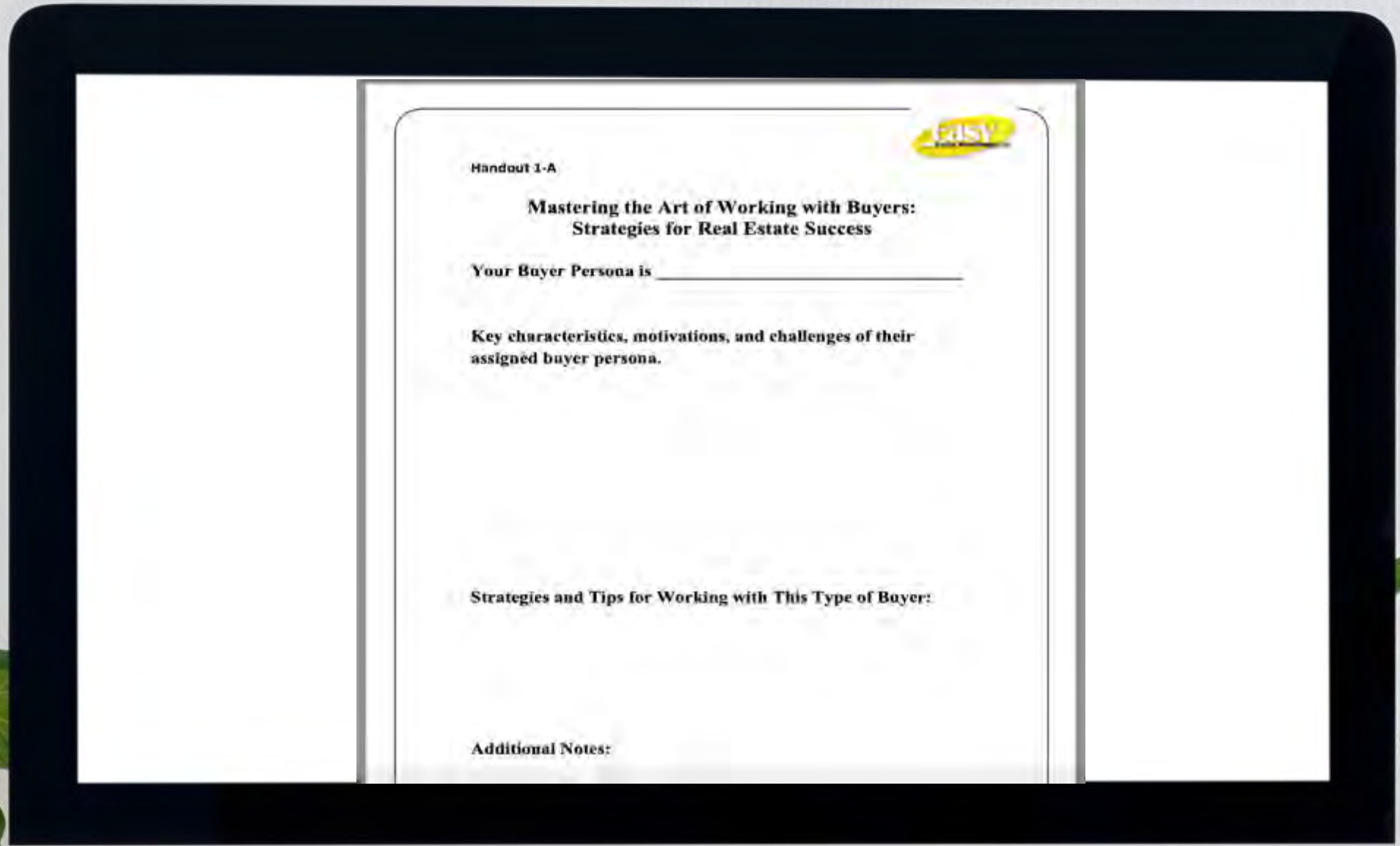
 John Mayfield

Do You Have the Right G.A.S. in Your Tank?

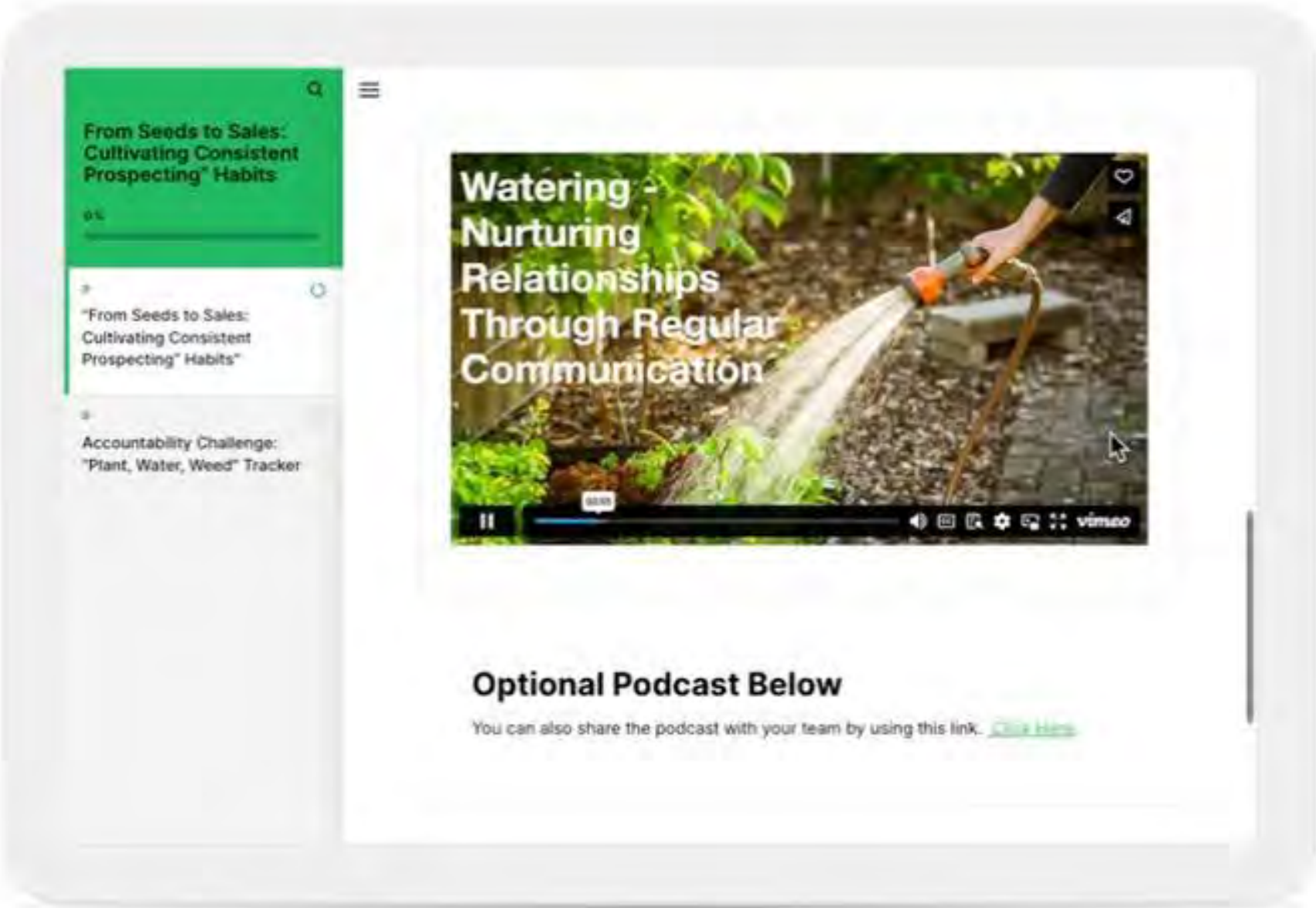


 John Mayfield

The Little Red Book of Selling - 12.5 Principles



Included with Meetings





Easy Sales Training

OnDemand

“No Prep. No Stress. Just Effective Sales Training.”



ganization.



"From Seeds to Sales-
Cultivating Consistent
Prospecting
Habits".docx
153 KB



Optional Podcast Below



DRIVE
BIG

MOTIVATE

To Do List

PLANNER

DAILY GOALS



REMINDER DELEGATE ORGANIZE SERVICES WEEKEND SCHEDULE
MEETINGS TO BE DONE SUCCESS FINISH REMINDER CHECK BOX WORK
AGENDA DAILY GOALS MEETINGS DAILY SUCCESS PHONE CALLS PROJECTS
SCHEDULE PRIORITIES PERFORM DAILY SUCCESS PHONE CALLS PROJECTS
REMINDER PRIORITIES REMINDER CHECK BOX
WORK DOCKET REMINDER
PROJECTS DOCKET
COMplete DECISIONS BUSINESS CALENDAR TASKS
PRACTICE PRIORITIES To Do List
PLANNER WORK CAREER REMINDER
MANAGE LEADERSHIP MULTITASK DAILY GOALS
PERSONAL DOCKET



E₁

N₁

C₃

O₁

U₁

R₁

A₁

G₂

E₁







**DON'T
GIVE
UP**



SUCCESS



6666

DATE

PAY TO THE
ORDER OF

\$

DOLLARS



Security
Features
Details on
back

FOR

⑆000000186⑆ 0000 000





THANK YOU



EasySalesMeetings.com

John D. Mayfield
Author | Broker | Coach