

# Kymber's Seminar System

From Kymber Menkiti

## 1. Build a powerful and diverse partner team.



Kymber partners with lenders, escrow officers, inspectors → people who can answer questions with you!

By doing this, she can host several types of seminars:

- First-Time Homebuyers
- Investors • Listings & more

## 2. Pick the date and be consistent.



It's that simple! Don't get stuck in the details. Commit to hosting minimum of 1 per month.

## 3. Market the event and get pre-registrations.



Use Eventbrite to capture registrations.

*Kymber has found that if you follow up with pre-registrations right away, you can set a 1-on-1 consultation before your seminar!*

## 4. Host a powerful seminar!



- Host virtual or in person.
- Invite everyone to introduce themselves and state their ownership goals.
- Leave time for questions.
- Use **Your First Home** resources on connect for seminar content.

## 5. Be a resource.



Be a resource for your consumers, other agents, and partners by maintaining long-term, consistent communication.