

## **Real Estate Power Group with Marlana Alvarez**

- 00:04:28 **Chrissanne Long:** Did Malonie introduce herself yet?
- 00:04:48 **Sarah Keener:** No
- 00:05:44 **Chrissanne Long:** We'll let her do that at the end! :)
- 00:20:52 **Chrissanne Long:** Discovery mentality. That's great!
- 00:21:18 **Sarah Keener:** YES!!!!
- 00:22:31 **Debbie Prescott:** Where does my comprtion let you down!!!
- 00:22:40 **Debbie Prescott:** competition : )
- 00:23:29 **Chrissanne Long:** What do you need, vs what can I sell you.
- 00:23:41 **Debbie Prescott:** LOVE IT
- 00:23:53 **Sarah Keener:** Discovery and learn about people - that is where we build relationships
- 00:24:50 **Chrissanne Long:** That is a million dollar strategy! Ask great questions!
- 00:25:10 **Sarah Keener:** Learn the pain points of your client instead of showing them their pain points
- 00:25:14 **Debbie Prescott:** awesome!
- 00:25:15 **Jan Coachman:** Absolutely right!
- 00:26:09 **Chrissanne Long:** I love "Does it truly extinguish the pain?"
- 00:26:47 **Debbie Prescott:** have we addressed the root cause of your pain or are we just working on the symptoms
- 00:26:54 **Sarah Keener:** YES!!!!
- 00:27:03 **Chrissanne Long:** That's so good, Debbie!
- 00:27:54 **Chrissanne Long:** So true!
- 00:27:55 **Sarah Keener:** Introverts think to speak and extroverts speak to think is spot on!!! great one!
- 00:28:21 **Debbie Prescott:** it is not a NO it is a give me time to digest
- 00:31:18 **Sarah Keener:** Your network determines your net worth

00:31:34 **Debbie Prescott:** LOVE THAT SARAH!!

00:32:10 **Sarah Keener:** and I believe there is a quality in your network too that needs to be considered

00:35:08 **Chrissanne Long:** The extra 20% is what you need to grow!

00:38:24 **Sarah Keener:** Great background :)

00:46:46 **Chrissanne Long:** Ripl

00:47:06 **Debbie Prescott:** the power of video is the emotions that are carried in your voice

00:48:00 **Jeffrey:** there's a term called shy-extrovert, by Dr. Wayne Dyer

00:48:15 **Chrissanne Long:** I love Wayne Dyer!

00:51:32 **Sarah Keener:** Marlana Alvarez

00:51:07 **Sarah Keener:** 864-321-2865

00:51:48 **Jan Coachman:** Jancoach1@gmail.com

00:51:53 **Eddie:** eddie@20-20windowcleaning.com

00:51:53 **Jeffrey:** jeffreyszynesrealtor@gmail.com

00:51:56 **Marlana Alvarez:** <https://prezi.com/view/olahD9VZ6euBKynKSvuM/>

00:52:04 **Jeffrey:** yes

00:52:09 **Sarah Keener:** info@marlanaalvarez.com

00:52:14 **David Brandt:** david@lakelandwebpro.com

00:53:53 **Chrissanne Long:** Try this

00:54:04 **Chrissanne Long:** chat

00:54:34 **Chrissanne Long:** [lakelandbusinessleaders.com/resources](http://lakelandbusinessleaders.com/resources)

00:55:03 **Malonie:** malonie.ayers@tmf.mortgage