

# CONNECTING TO CLOSE

## EMOTIONAL INTELLIGENCE FOR TOP PRODUCERS

### ABOUT THE WORKSHOP

Designed for: Loan Officers, Sales Professionals and Sales Leaders

How do you get more referrals, fuel your pipeline and close more quickly in today's competitive market? Industry experts say the key is your ability to make connections with people and to foster deeper relationships. Research will tell us your Emotional Intelligence is a driving factor in your ability to do this!

In this interactive session, you will gain a deeper understanding of EI and the critical role it plays in creating the right connections with your customers and referral sources. You will leave armed with the industry's vest tips and tools to help you strengthen your relationships, increase your communication capability and laser focus on language that builds trust.

### KEY BENEFITS



Insight from top producers in the Mortgage Industry

Increase your referrals and generate more leads through stronger relationships.



Use the right language to connect with customers, realtors and referral partners.

### OVERVIEW

2.5 Hour  
Interactive  
Workshop

EI Assessment  
to benchmark  
strengths

Scenario-Based  
Activities  
relevant to the  
Mortgage  
Industry

**DATE:** September 18, 2018

**TIME:** 9:00 AM – 12:00 Noon (12:00 Lunch Included)

**LOCATION:** Pine Tree Country Club  
5100 Pine Whispers Drive  
Birmingham, Alabama 35210

**COST:** \$49.00 Members and \$69.00 Non-Members

**LUNCH ONLY:** \$30.00 Members and \$50.00 Non-Members

[CLICK HERE TO REGISTER](#)

**PRESENTED BY:** RADIAN - For more information about this workshop and other learning resources visit: [www.radian.biz/training](http://www.radian.biz/training)



# MORTGAGE BANKERS ASSOCIATION OF ALABAMA

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## EMOTIONAL INTELLIGENCE FOR TOP PRODUCERS

Name		E-Mail	
Company		Phone	
Address			
City		State	Zip

Name		E-Mail	
Company		Phone	
Address			
City		State	Zip

Name		E-Mail	
Company		Phone	
Address			
City		State	Zip

### Payment Information

Credit Card:            Visa    \_\_\_\_\_ MasterCard    \_\_\_\_\_ AmEx    \_\_\_\_\_

Card #		Expiration Date	
Company		Phone	
Amount	\$		

### Please Bill My Company

Contact		E-Mail	
Company		Phone	
Address			
City		State	Zip
Amount	\$		

**Mail Checks to: Mortgage Bankers Association of Alabama, P.O. Box 230425, Montgomery, AL 36123**

## Connecting to Close Presenter:



### **Susan Walsh**

Southern Regional Training Manager  
Radian Guaranty Inc.

Susan has more than 30 years of mortgage industry experience including mortgage processing and underwriting, sales, and sales management. Over the last 16 years, Susan has been facilitating and contributing to training development, leadership coaching, and performance management.

## FEATURED LUNCHEON SPEAKER:

### **Special Agent Kerry Straub**

I Agent Straub grew up in New Jersey, and attended Rutgers University. After graduation he served in the United States Army Corps of Engineers as an officer for approximately 8 years, overseas and in the United States. Upon completion of my military service, he accepted a position with the Federal Bureau of Investigation. I have worked all federal violations during my 20 years. I am also a Special Agent Bomb Technician and received a Master's Degree from Auburn Montgomery. I am married to Tammy Straub and have two children.

