



CONNECTING TO CLOSE

EMOTIONAL INTELLIGENCE FOR TOP PRODUCERS

Calling all Loan Officers and Mortgage Sales Professionals!

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.
- Identify areas in which you can develop key emotional intelligence skills.
- Leave armed with the industry's best tips and tools to help you strengthen your relationships with customers and grow your business.



Tuesday, February 6th 2018

8:30 AM Registration & Continental Breakfast

9:00 AM to 11:30 PM Program

\$75.00 CMBA Member –Register 5 people for #300.00

\$90.00 Non Member

Join us at the following location:

ITBD Building, 185 Main Street

New Britain, CT 06050 (park in Bank Street Garage)

Name _____

Company _____

Address _____

Phone _____ Fax _____ E-Mail _____

For Credit Cards, Please Circle One:

Master Card Visa AMEX

Card # _____ Exp. Date _____ SVC _____

Name on Card _____

Billing Address _____

PLEASE REMIT TO: CMBA 185 Main Street, New Britain, CT 06050,

Phone: (860) 348-1238, Fax: (860) 348-1257, Email: info@cmba.org, Web: cmba.org