

REALTORS® Signature Series Speakers Bureau

Doug Devitre, CIPS



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Speaker fee: please contact

Course length: 1 – 3 hours

BIO

Doug Devitre, CIPS helps real estate agents, brokers, REALTOR® Associations, and educators use the latest technology to save money and time to deliver value to their target audience. He has been hired in 32 states (and counting) working for multiple divisions of the National Association of REALTORS®, state associations, and local boards delivering seminars, continuing education, and instructor development workshops.

Doug is a regular consultant for the Houston Association of REALTORS® and has succeeded in eliminating unnecessary overhead, saved staff time, and communicated valued added member services through multiple media channels. He is a past Business Leader of the Year of the Maryland Heights Chamber of Commerce, Entrepreneur of the Year of the University of Missouri Business School and recent inductee into the National Association of REALTORS® Real Estate Buyer's Agent Council (REBAC) Hall of Fame.

COURSE DESCRIPTIONS

Power Prospecting and Renewing Commercial Referrals Using Social Media

Connect with past clients and referral opportunities using Facebook, LinkedIn, Twitter, and other social media sites using a systematic proven approach that will generate more business. As a result of attending this session you will be able to:

1. Construct unique profiles that demonstrate your expertise and services offered.
2. Build top of mind awareness with connections online with those whom you already know, like, trust, and want to do business with.
3. Create education based marketing of services and property that delivers value to multiple decision makers.

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REALTOR® Association Specific

Build Organizational Value Using Low Cost Methods

Save money, staff time, and provide more value by embracing new technology to communicate to more members in less time.

As a result of attending this session you will be able to:

1. Conduct needs analysis to determine existing talent, skill sets, resources need to streamline communication processes.
2. List the steps to create the online communication architecture that saves time to delivers membership value.
3. Engage participation in multiple online communities to build face to extend face to face relationships with members.