

# When Your Meeting Has To Be A Smashing Success...

Call Debra Jones 1-800-456-1001



## If You're Looking For...

- A dynamic speaker for your next production meeting
- Video-Based Sales Training
- LO Sales TeleClasses
- CDs/DVDs
- Books
- Turnkey Realtor Events
- Marketing Newsletters
- Database Marketing Services

**You've come to the  
right place!**

**Call 1-800-456-1001**

or visit

[www.DebraJonesOnline.com](http://www.DebraJonesOnline.com)

*"I've been in the business over 15 years and this is my third session with Debra Jones. Once again, I am re-energized about the mortgage business and have new tools and systems to be more successful. Thanks again! You keep raising the bar of excellence for training in this industry."*

**Don Schnell**

**Olympia Mortgage Co.**

## Who Is Debra Jones?

A mortgage industry icon when it comes to sales and marketing, Debra Jones has trained literally tens of thousands of loan officers over the past 25 years.

One of the most dynamic speakers in the industry, her programs are fast-paced, content rich and immediately applicable. She receives rave reviews from rookies as well as 30-year veterans of the business. Commonly known to deliver more in 4 hours than most can do in a full day, she never disappoints.

*"Over the years I have had the pleasure to hire and work with Debra Jones many times. She has been instrumental in helping many of the people who work for us to improve their performance and increase their incomes. If you are looking for a trainer who can make huge impact on the audience and a huge impact on what they do after the presentation, Debra is a must. She has a special gift and she knows how to use it to help you and your team."*

*Kevin Gillespie, President, CTX Mortgage Company*

Her client list reads like a "Who's Who" of the mortgage industry ranging from small one-person shops to multi-billion dollar corporations. Many of the nation's top originators are long-term clients who've faithfully used her concepts for years.

When it comes to loan officer sales and marketing, no one does it better than Debra Jones. Save yourself time, money and frustration. Put Debra Jones to work with your company and enjoy the results.

## What Does She Talk About?

- **Maximizing Your In-Person Selling -- Back to the Basics**
- **Establishing Referral Sources that Remain Loyal**
- **Leveraging Yourself to Battle Pricing Fluctuations**
- **Effective Database Marketing**
- **Building a Multi-Million Dollar Repeat & Referral Clientele Base**
- **Profit-Making Internet & Direct Mail Strategies**
- **Selling to the Largest, Most Lucrative Market**
- **Uncovering Untapped Lead Sources**
- **Social Media Marketing—What is it? Why do you need it?**
- **Using Exclusionary Selling to knock out the competition**

**To schedule a meeting for your company  
call 1-800-456--1001**