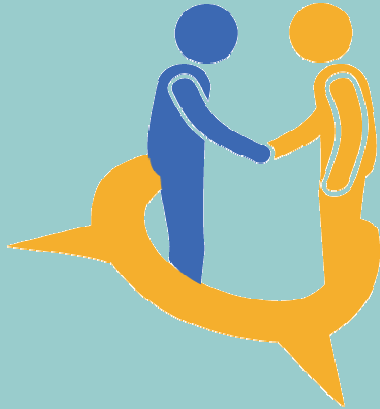


# Passaic County Board of REALTORS®



## **Listen With Your Eyes, Speak With Your Body and Close More Deals**

Affiliate Workshop presented by:  
**Anthony Awerbuch**



# BODY LANGUAGE ON PURPOSE

Get ready to explore the secret world of body language and learn how to decode your client's and prospect's body language so that you can close more deals.

The word is out – our non-verbal cues are much more accurate indicators of emotion, attitude and intention than spoken language. Learn to identify anxious, dominating and submissive behavior and learn how to build trust and rapport with colleagues and clients alike.

More than just an introduction, participants will come away with practical techniques that they can use immediately.



**A light lunch and beverages  
will be served at the  
end of this presentation**

### **Passaic County Board of REALTORS®**

204 Berdan Avenue Wayne, New Jersey 07470-3240  
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The Passaic County Board of REALTORS® appreciates the generous support of its Affiliate Members and affords them the opportunity of using the Board meeting room for their conduct of member seminars and informational meetings. The Board does not endorse nor is it in any manner responsible for the products or services offered by its Affiliate Members. Sponsors are provided with contact information for attendees at the events they sponsor.

#### **Date:**

Monday, November 13, 2017

#### **Time:**

11:00am—12:30pm

#### **Location:**

204 Berdan Avenue  
Wayne, New Jersey 07470

**Registration Required**  
**[www.pcbor.com](http://www.pcbor.com)**  
**Space is Limited!**

If you have a special need or disability that requires accommodation please call the board office. 973-305-1100