

SPEAKER, MENTOR, COACH



Paul Fedynich

CRS, e-PRO, SFR, CNE, GKC,
MRP, PSA, DISC
Maxwell Leadership Certified

CE COURSES WALK THE TALK PRESENTATIONS: 3 HR CE

- Surefire Ways to Recharge Your Real Estate Career; Super-Size Your Sales
- DISCover Effective Buyer/Seller Communication
- Code of Ethics (in-person)
- Look Before You Leap (in-person)
- Risk Management (in-person)
- Negotiating for the Consumer-Focused Real Estate Professional (in-person)
- Prudent Risk Management for Realtors

**All of the above are 3 hr CE available via live stream (unless noted), or in-person classroom at local boards, broker offices, lenders & title, Etc.

WHAT I DO:

I inspire Realtors to take action and become more productive while raising their level of excellence and professionalism.

CE COURSES FLORIDA REALTORS: 3-4 HR CE

- Newly Licensed? Now What? (3 or 4 hr CE)
- So, You Want to be a Broker?
- Conflict Resolution for Realtors
- Success Series: Communication Skills
- Success Series: Understanding People
- Success Series: Telephone Techniques
- Code of Ethics
- Short Sale Essentials (4hr CE)
- Completing an Effective Purchase and Sales Contract
- Core Law: Minimizing the Legal Risk

**All of the above CE courses are 3 hours unless otherwise noted

** All of the above courses are approved for live stream or in-person at a board office.

LUNCH & LEARNS: (NON CE)

- The Maxwell Method of DISC
- 15 Invaluable Laws of Growth
- How to be a REAL Success
- Everyone Communicates, Few Connect
- Becoming a Person of Influence
- 21 Irrefutable Laws of Leadership

SOME OF MY ACCOMPLISHMENTS:

- Rookie of the year
- Top 5 regionally for teams in volume and units
- #3 Coldwell Banker affiliate in the state of DE
- Former Managing Broker for the #1 and #35 brokerages in the country
- Turned around the cultures and profitability in two offices
- Published author and award winning speaker



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