



GREG GLOSSON, GSI

Senior Instructor, Perk Seminars

***Bringing Creative, Innovative and
Humorous content to audiences
across the United States***

Meet Greg Glosson

Background

Greg has been directly involved in the real estate industry for over 25 years as a licensed REALTOR®, managing broker and the owner of numerous residential properties. He has more than 20 years of sales, marketing, management and instruction experience. Greg is a native of Memphis, Tennessee and is married to his Principal Broker, Beth Glosson. Greg brings the experience of closing over 4,000 residential transactions to the classroom and draws from that experience to create real life situations and scenarios for his attendees.

Professional Development

As a real estate educator and proponent of professional development, Greg is a Tennessee Real Estate Commission (TREC) approved instructor, as well as the author of over a dozen TREC approved continuing education courses on real estate topics. He holds over 15 industry designations and certifications in the real estate field. He works closely with Tennessee Realtors®, the Mississippi Real Estate Institute, and other approved real estate providers in developing new courses for real estate professionals.

Professional Accomplishments

- Broker in TN, MS, AR, MO, AL and FL
- Life Member of the Multi-Million Dollar Sales Club
- 2014 President of Memphis Area Association of Realtors®
- Past Trustee of the MAAR Education Foundation
- Past Trustee of the MAAR Benevolent Fund
- 2019-20 Division 1 V.P. for Tennessee Realtors®
- 2018 MAAR Realtor® of the Year
- 2020 President of TN Residential Real Estate Council
- WCR Presidential Award Recipient
- 2018 NAR Speaker—Boston, MA



Basic Skills For Real Estate Licensees

Buyer Consultation Process

First time buyers, move up buyers and downsizing buyers. They are all in different places in their lives and need a real estate professional to guide them through the home buying process. We'll prepare checklists, conduct a wants and needs survey, discuss agency and the advantages of being represented

Seller Consultation Process

The initial meeting with a potential Seller sets the tone for your entire business relationship. How should you prepare for this uber important meeting? We'll cover getting the home ready to market, dealing with electronic recording devices, disclosures, repairs and much more!

Multiple Offers = Multiple Confusion

Confusion reigns when dealing with multiple offers! This is an interactive course dealing with the presentation, disclosure and negotiation process when multiple offers are involved. Learn techniques to position your buyers or sellers based on current market conditions and approaches to sharpen your skills in dealing with sticky situations.



Audience members can unleash their potential with presentations that inspire, empower and deliver!

Greg delivers a no-nonsense approach that gets right to the heart of being a top real estate practitioner. He provides actionable strategies and tactics that the audience can begin using today!

Unlike many real estate trainers and speakers who don't work full time in the real estate business, Greg continues to spend time every week managing his real estate business by making sales calls, working referral business and developing techniques to provide buyers and sellers with exceptional service experiences.

Here's what students and attendees are saying

"practical and useful information I can put into action TODAY"

"High energy, high passion and someone who has done the work"

"the instructor was knowledgeable and relatable"

"Greg is an excellent instructor—great information"

"bring him back!"

Greg Delivers

- ***Partial Day Skill Courses***
- ***Full Day Skill Courses***
- ***Multi-Day Designation Courses***
- ***Convention Programs***
- ***Business Management Courses***
- ***Association Programs and Retreats***

Speaking Fees

Full Day Courses

\$1250 plus flight, hotel and ground transportation

2 Day Courses

\$2500 plus flight, hotel and ground transportation

Association Pro Standards Trainings

Priced to reflect program budgets

Other Fees Available Upon Request



Association References:

Memphis Area Association of Realtors®

Greater Chattanooga Association of Realtors®

Mississippi Realtors® Institute

Utah Association of Realtors®

Tennessee Real Estate Education Foundation

Clarksville Association of Realtors®

Williamson County Association of Realtors®

East Mississippi Association of Realtors®

Knoxville Association of Realtors®

Northwest Mississippi Association of Realtors®

Contact Information for Greg Glosson



Perk Seminars

greg@perkseminars.com

901-550-3633

5890 Brierfield Avenue

Memphis, Tennessee 38120

Designations and Certifications Presented

