


GRADUATE REALTOR® INSTITUTE

WANT IT. GET IT. LIVE IT.

**GRI Instructor****Nancy Seago****ABOUT THE INSTRUCTOR**

Nancy currently teaches GRI Financing from Preparation to Closing

GRI Effective Strategies for Building Client Relationships

CONTACT

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Biography

Nancy Seago is the owner of Nancy Seago Seminars, specializing in Sales Training. Currently she is Vice President, Senior Loan Officer for Prospect Mortgage LLC. She entered the real estate business in 1977 as an assistant and obtained her real estate license that same year, becoming a Master Agent with Century21 System. In 2007 she joined her son in the mortgage industry. Nancy is a GRI and certified to teach Time Management Courses and Effective Financing along with Goal Management Achievement.

Nancy has 38 years in Real Estate; she teaches CE under Nancy Seago Seminars for Realtor Associations and has courses approved for ADRE. She was a National Sales trainer for National Franchise training over 5000 agents. She is a former National Trainer and Business Consultant for Century 21 Corporation. She has been a guest instructor at the Arizona Association of REALTORS State Conventions as well as Century 21 National Conventions. She served on the Board of Directors for Century 21 Maricopa County. She served on the Board of Directors for AZREEA. She has chaired many committees for the state and local association, SouthEast Valley Regional Association of Realtors.

Nancy has a motto “selling is Legal”

There are only two reasons you won’t succeed.

1. You *don’t know how* to do something (needs training)
2. You *won’t* do something (can’t be helped)