

C.L.A.S.S.



Coaching, Leadership, and Synergy Services



A personal message from Brian Biro

Picture all team members cheering for each other at the tops of their lungs. The unconditional support and energy is ASTONISHING! It's the last hour of a program that has implanted the most powerful principles of breakthrough leadership in every individual present. And now each individual has a magnificent WOO (Window of Opportunity) to breakthrough a self-imposed limit, fear, obstacle, habit, or doubt that has kept them from truly living with full, abundant, loving spirit. They face a one-inch thick wooden board representing that challenge. It is the moment to move from fear to freedom, from failure to faith. People who previously had difficulty working together move from abrasive to embrasive, from conditional to unconditional. By the time every single participant has broken through, the team has come together more closely than ever before.



In the months following the program, the organization has been ignited by reinforcing and building upon the foundational "vision keys" they received during the presentation. The result is a genuine "breakthrough" of tremendous proportion.

and energy—I want you to **actually experience** the joy of breaking through to a truly winning life! In every one of my programs you move from the stands into the game!

It would be an honor to serve the Colorado Association of Realtors. I look forward to hearing from you soon!

Joy to you in every precious moment!

Brian D. Biro



Real Estate Training Experience:

In 14 years of doing this work I love so dearly I have had the joy of working with organizations from dozens of industries. But the one I have had the most experience with is Real Estate! What's more, my message, style, and passion extend beyond professional life, to the home, family, and friends. When you put all of this together you simply couldn't have found a more perfect fit for the Colorado Association of Realtors! Here's a little snapshot of some of that experience:

Real Estate Training Experience

I have presented 45 events for RE/MAX over the past several years. I have delivered half and full day seminars for RE/MAX in virtually every region of the U.S. including tours for agents, broker owners, and key vendors. I've also been the featured speaker for the Illinois Real Estate Association and the South Carolina Real Estate Association. I was also a featured presenter on the RE/MAX television network. As you see from the attached letters, the response from these real estate professionals has been overwhelming.

The Winners Mindset Seminar Overview

I believe strongly in the adage: “When we hear, we forget. When we SEE, we are more likely to remember. But when we **DO**, we understand.” The Beyond Success Seminar centers on this principle. The day will be GREAT FUN, HIGHLY PARTICIPATIVE, and POWERFULLY INSPIRING.

At the heart of the messages I will be delivering through this program is a foundational belief in **possibility**. I call this focus *Breakthrough Thinking*. In the seminar we will focus on three “breakthrough tools” that are fundamental to developing greater energy, connection, teamwork, and leadership. These tools are VISION, PERSONAL RESPONSIBILITY, and the power of TEAM.

Vision: Vision is the first step in change. With breakthrough vision we see beyond what is present now to what we WANT. The core principle in this section of the program is: What we focus on is what we CREATE! Participants will experience two wonderful games/exercises that will delight, surprise, and open their spirits to their huge potential to expand their vision and improve their personal leadership. These games/exercises are simple, repeatable (so they can take the exercises and bring them back to their teams!), and tremendously empowering. The exercises will serve as the foundation for the next breakthrough tool which is...

Personal Responsibility (PR): For an organizational culture to flourish, every member of the team must accept full PERSONAL RESPONSIBILITY for their contribution to the team effort. If it’s to be, it’s up to me! A key question about personal responsibility is – what are the AREAS of personal responsibility most critical to fostering possibility thinking, greater trust, loyalty, and connection, outstanding teamwork, and innovation? We will zero in on the most pivotal areas of PR that ignite dynamic energy in the team -- both professionally and at home!

TEAM! The power of synergy is the ultimate edge in Network Marketing today. My entire life, first as an athletic coach, then as a “business coach”, and ultimately as a life coach, has been centered on teambuilding. Nothing brings me greater joy than bringing teams together. We will learn the secrets to building the kind of team where it’s amazing what’s accomplished because no one cares who gets the credit!



Million
Dollar
Round
Table

325 West Touhy Avenue, Park Ridge, Illinois 60068-4265 U.S.A. ■ Phone 847.692.6378 ■ Facsimile 847.518.8921

November 20, 2003

Mr. Brian D. Biro
CLASS
1120 Burnside Drive
Asheville, NC 28803

Dear Brian:

Masterful ... and MAGNIFICENT!

Thank you for the sensational day you provided the Million Dollar Round Table. MDRT's Leadership Symposium is comprised of 100 of its current and future leaders literally from around the globe. When you started this morning they were 100 successful individuals ... by the end of the day they were a dynamic leadership team.

Thank you for touching our hearts and minds – and for providing a compass point for an expansive and exhilarating future!

Sincerely,

John J. Prast, CAE, LLIF
Executive Vice President

JJP/jk



Brian Biro
C.L.A.S.S.
204 Weston Way
Asheville, NC 28803

Dear Brian:

WOW! What an unbelievable experience it was to have you as our speaker at the 1998 RE/MAX Properties Retreat in Breckenridge, Colorado.


Over the past 11 years with RE/MAX Properties I have had the opportunity to plan and coordinate our annual retreats, and I need to tell you I have NEVER had such a pleasurable experience. You made my job very easy from start to finish, and I commend you and your organization.

The feedback we have received from those who attended has been awesome, and they are buzzing with enthusiasm as they call it our best retreat ever!!! The energy level around the office is at an all time high thanks to you.

On a personal level, Brian I cannot thank you enough. You have truly changed my life, and I will be forever grateful. Your passion for life is inspiring, and I've never been so touched. Thank you for showing me how to reach inside myself to find the passion that has always been there, but unfortunately, I had let that passion get suppressed. You have made me feel alive again, and I am definitely "fully present", and thanks to you Brian, I AM ENJOYING EVERY PRECIOUS MOMENT.

You are the best!

Sincerely,
RE/MAX Properties, Inc.


Ronda Wager
Director of Operations

RW



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1465 Kelly Johnson Boulevard
Colorado Springs, Colorado 80920
Office: (719) 598-4700 / 1-800-325-0463

Each Office Independently Owned and Operated



each office independently owned and operated

Brian Biro
204 Weston Way
Asheville, NC 28803

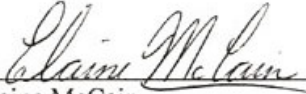
Dear Brian:

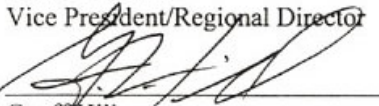
We decided the typical "thanks for a great job" form letter didn't apply! We wanted to tell you what we really think! You are the best!

The feedback we received from nearly a thousand people who attended confirmed what we expected...the most powerful RE/MAX seminar ever held! Everyone asked us the same question... where did you find this guy? Your performance made our staff look like heroes. Thanks!

Brian, it was amazing to watch you connect with every person in the room. Your material and your delivery is brilliant and straight from the heart. Thanks for making us laugh, cry and realize some very important things that can really make a difference in our lives. We certainly look forward to working with you in the future.

Sincerely,


Elaine McCain
Vice President/Regional Director


Geoff Hill
Director of Broker Services


Bob Clarkson
Director of Advertising/Promotions



CLASS
Brian Biro
204 Weston Way
Asheville, NC 28803

Dear Brian,

I sat long and hard trying to think of how I can thank you for everything you've done for our Regions the last two weeks. I truly don't believe that words can express my appreciation for the level of inspiration and motivation you've taken many of our Sales Associates to through your workshops. I've seen agents who have trudged along in their career be rejuvenated and are now ready to play "full out" in everything they do. Thank you for "making a moment" for them that will be everlasting.

Again, my sincere thanks for sharing your knowledge and expertise with our groups.

Warmest regards,

A handwritten signature in cursive script, appearing to read "Ce".

Chris Brock
Director of Advertising and Promotions

P.S. On a personal note, thank you for letting me hold boards with you. It was an exhilarating experience to help others break through their barriers and fears. It will not be soon forgotten.



To: All RE/MAX South County agents:

Since I first opened the doors to RE/MAX South County on June 1st, 1985, I have never personally asked all our agents to attend any event. Not a quarterly meeting, not a seminar, any CAR or NAR event, not even a RE/MAX convention.

Not once in 12 1/2 years. Until now.

I am asking that you set aside all of Wednesday, February 11th and plan on coming to the Ritz Carlton for a seminar that will *absolutely* provide you with the best business and life training seminar experience you have ever had. *Ever had.* Two of our managers and I attended it last fall along with 150 other RE/MAX, brokers, and managers and *everyone there recommended that we make it available to all RE/MAX agents.*

RE/MAX feels so strongly that they are subsidizing the vast majority of the costs asking only that you contribute \$15.00. That includes a continental breakfast, the whole day seminar, all distributed materials, lunch, and a networking reception at the Ritz-Carlon. And it's not a set-up for you to attend yet another seminar.

The seminar is entitled "Beyond Success". The speaker is a man by the name of Brian Biro. His seminar has been specifically recommended by:

Stephen Covey - "*The 7 Habits of Highly Effective People*"

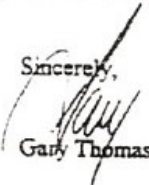
Ken Blanchard - "*The One-Minute Manager*"

John McCormack - "*Self-Made in America*"

Harvey Mackay - "*Swim with the Sharks without being eaten alive*"

It is exclusive to RE/MAX agents. Please fill out the enclosed and return it to your manager before January 31st. I urge you to attend.

Sincerely,


Gary Thomas



Mr. Brian D. Biro
Owner – CEO
204 Weston Way
Asheville, NC 28803

Dear Brian,

I have one thing to say....**W O W ! ! !**

I am writing this letter to thank you. But thanking you seems so silly.

Not only did you set the stage for one of our most successful conventions, but also you **energized** our members. You reminded them that anything is possible! The energy was still apparent on Wednesday at our Board of Directors Meeting – *and that's pretty amazing.*

Thank you for touching the lives of our members at this year's Annual Convention. Thank you for touching my life, too. I couldn't have pulled it off without your help and energy!

A "WOO" clap to you,

Andrea Payne-Savely
Director of Meetings & Chapters

