

Joeann Fossland

14000 N. Dust Devil Drive • Tucson, AZ 85739

- www.joeann.com Joeann@Joeann.com

BIO: Joeann is known for her enthusiasm and energetic delivery. As a personal coach and content-rich speaker, she ignites in people *their own* passion so that they can easily produce spectacular results in their businesses and lead lives they love. Since 1983, Joeann has been involved in many facets of real estate, from being an award winning agent, an instructor for GRI & PMN programs to serving as Regional Sales Manager & Asst. Publisher for a top homes magazine. She founded Advantage Solutions Group in 1993 and has provided coaching, training and speaking services to over 4000 people.



She has embraced technology and is the AZ GRI Senior Instructor for the technology classes. She was recognized as one of the Top 10 Women Bloggers in 2007 and by Stephan Swanapoel as one of the Top 25 Influential Women in Real Estate in 2008.

In Joeann's coaching, seminars and workshops, she opens the door to working less and making more by showing her audiences how to tap into the brilliance and resources they already possess. Her philosophy, "Life is Too Short To Perfect Your Weaknesses" urges her audiences to take the easy route to leverage their unique strengths into the flow of effortless success.

Engagements & Achievements

Speaker at the National Assn of Realtors® Conventions, 1995-97 & 2000,2006-09

Speaker at the State Realtor® Conventions and Meetings in AR,AZ,CO, IN, MA, MI, NJ, NY,PA,TN & VA 1996-2009

Featured Speaker for WCR: National, State & Local Meetings 1994-2009

Senior Technology Instructor for AZ GRI Program

Instructor for WCR's PMN Designation & the SRS Designation

Certified Power Program™ Leader 1995-1999

WCR AZ State Lifetime Membership Award 2008

Featured Columnist : AgentNews.com, BrokerAgent News & Frog Pond

Published Author: Including *Chocolate For a Woman's Heart, Conversations on Success, and Profit from Technology*

Master Certified Coach, *International Coaches Federation*

Certified Behavioral and Values Analyst, *Target Training International*

Professional Member, *National Speakers Association*

Performance Agreement

Speaker: Joeann Fossland

Client: [Reno/Sparks Association of REALTORS, Inc.](#)

Date & Time: October 27 9-12

Program Title:

Location: Thunder Canyon Resort, Reno, NV

Fee & Expenses: \$1500 includes expenses. Fee is due the day of the event.

Equipment: Client will provide a screen, projector, internet connection

Additional Agreements: Speaker will provide a PDF of the handouts for program attendees by October 21.

Cancellation Policy – In the event of cancellation on the part of Client, the fee is considered earned. However, Client may reschedule for another date, mutually acceptable, within 12 months and have the deposit transferred to that date.

Please sign and return this form to: Joeann Fossland, 14000 N. Dust Devil Drive, Tucson, AZ 85739, or email it to Joeann@joeann.com. Phone number: (520) 344-0209

Please print name

Advantage Solutions Group, LLC
EIN 86-0982171

Signature

Date: _____

Date: _____

Pre-program Questionnaire

Organization:

Date:

Program Title

This questionnaire is designed to help me prepare the program specifically suited to the needs and goals of your agents. Please take a few minutes to answer the questions and then RETURN TO MY OFFICE NO LATER THAN January 15 . Thank you for your assistance. I look forward to making your program memorable.

General Background

- a. Is this part of a Meeting or Conference?**
- b. How many people will be in the audience?**
- c. Please share any information about local marketplace that would be valuable for me to know?**
- d. Are there any sensitive issues to avoid?**
- e. Is there any other information you think I should know?**

Additional Collaborative Information

- A. If there are any recent market statistics that would be helpful in my understanding your market or if your state has localized data from the NAR 2006 Home Buyers and Sellers Profile, please send me a copy.**
- B. If it is part of other meetings, please provide a link to or copy of the Conference Schedule.**

Thank you for your assistance.