

# A Masterclass on Training Delivery Techniques

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Author of Screen to Screen Selling (McGraw Hill Educat...



Yesterday's seminar in Albuquerque was more than a 6 hour course on advanced technology trends in real estate. It was a masterclass in training delivery techniques using a combination of traditional and high-tech alternatives that facilitated some really cool ideas from more than 100 REALTORS®, many of whom were not tech-savvy.

## Some of the training delivery techniques we used included:

- Digital whiteboard delivery
- Flipchart collaboration with participants
- PowerPoint presentation slides
- Zoom video meeting with remote-based expert
- Zoom video mobile screen share
- Zoom video camera/background analysis
- Google Doc real-time collaboration
- Google form participant research
- Amazon Alexa skill role play



- Amazon Alexa training calendar
- Interactive checklist for personalized takeaways
- Hot potato notecard

**The value contribution to the client included:**

- Custom built six hour course approved for continuing education towards agent license renewal.
- Real-time research about strengths, weakness, perceptions, and opportunities to offer in the future.
- Participant engagement that allowed multi-generations to contribute regardless of their technical skill.
- Language collected to be used in communication and marketing future opportunities to members.
- Breakthrough ideas to be used in the creation or adaption of value propositions used internally with staff and externally with members.
- Cross-selling existing value propositions that increase awareness and adoption of committed resources.
- A templated, transferrable process to be used in the growth of new services delivered for members.
- Identification of future leaders of the organization to prepare for succession planning in key roles.

*A workshop is more than a speech. It's an opportunity to act as a catalyst to dramatically impact several growth initiatives.*

The days of the "sage on the stage" are over. And it's up to today's "expert" to be able to facilitate the best knowledge in the room using a variety of methods to both transfer skills and engage participants based on their preferred method.

What I loved about the group in ABQ is that most of the participants were open to new ideas, many of which might seem scary in that technology is changing and will continue to change the role of the REALTOR®. They were stretched mentally and in case of the picture, physically. But most of all **we had fun**. That's when true learning takes place.



marketing, productivity, and sales performance with the latest technology. He is changing the way consultants consult, coaches coach, and trainers train professionals with his creative approach to using technology focused on business outcomes. The University of Missouri-Columbia Business School Entrepreneur of the Year, National Association of Realtors Business Specialties Hall of Fame Educator, and Certified Speaking Professional of the National Speakers Association brings a power-packed, innovative punch to managing organizational change outlined in his latest book *Screen to Screen Selling: How to Increase Sales, Productivity, and the Customer Experience With the Latest Technology* published by McGraw Hill October 2015, now translated in Japanese. Kampai!



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Author of Screen to Screen Selling (McGraw Hill Education Oct 2015), Professional Speaker, and Busin...

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**Robert B. Vigil**

REALTOR, GREEN Designation, Senior Real Estate Specialist, Seller Representative Specialist, CNHS,...

Lots of good information, already implementing ides! Thanks!!

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... 1w



**Doug Devitre**

Author of Screen to Screen Selling (McGraw Hill Education Oct 2015), Professional Speaker,...

That's terrific [Robert](#). I can't wait to see what you come up with.

Like Reply

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**Carl DenTandt**

Real Estate at Kaplan University Albuquerque, New Mexico

Excellent class! I was motivated to try new and exciting ways to help my business!

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**Doug Devitre**

Author of Screen to Screen Selling (McGraw Hill Education Oct 2015), Professional Speaker,...

Thank you Carl. Please continue to share what you differently. Best wishes.

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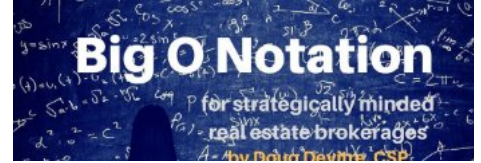
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