

Chime Sponsors Learning Labs at Inman Connect NYC 2019

Steve Wener, Cleve Gaddis, and Verl Workman will lead sessions on how real estate agents and teams can maximize their productivity and results

PHOENIX, January 25, 2019 – [Chime Technologies](#), an all-in-one operating system for the real estate industry, announced today that it is sponsoring the Learning Labs at Inman Connect NYC for the second year. Chime has designated subject matter experts and master coaches, working in partnership with Chime at different levels, as featured Learning Labs speakers. The sessions which will take place on January 30 and 31 at the New York Marriott Marquis, from 2 - 4 pm.

The three featured speakers are Steve Wener, Broker eXp, Author; Cleve Gaddis, RE/MAX, Team Leader; and Verl Workman, CSP, Master Coach. These experts have decades of experience in real estate. Each will each lead two sessions at Learning Labs where they share expertise on how agents and teams can maximize productivity and results.

Steve Wener is an award-winning residential real estate agent with 24 years of experience. For the past four years, he's been part of the #1 real estate team in San Diego. His upcoming book, *The Communication Code*, breaks down the seven essential steps for approaching prospects through a qualifying framework.

At Learning Labs, his seminar, also titled *The Communication Code*, will dive into this multi-step process, which provides a qualifying road map designed to convert a prospect into a client and then into a life-long referral source. It will take place on Wednesday January 30 at 2 pm.

On Thursday January 31 at 3 pm, Steve will lead a second session called “*LIVE Role Play*,” which will show real estate professionals how to navigate meeting with a new prospect, handle their initial objections, and gain their trust. This step-by-step, duplicatable process will allow attendees to become comfortable with having the necessary conversations to serve clients effectively without being lost in the qualifying process.

Verl Workman is the founder and CEO of Workman Success Systems. For more than 20 years he has been training, coaching, and motivating sales professionals to live life at a higher level. His clients are some of the most successful agents and teams in the county, and he attributes their success to systems, accountability, and a never-quit attitude.

In his session, “*Creating a Culture of Productivity*,” Verl will explore how agents can multiply their productivity by intentionally creating culture. If you're thinking about growing your business, this fast-paced and energetic session will show you how to find the right talent, hire them, compensate them, train them, and retain them. It will take place on Wednesday January 30 at 3 pm.

On Thursday January 31 at 4 pm, Verl will also lead a discussion called “*Building a 7 Figure Team Through Powerful Systems*,” where he will discuss why building a team is so important and how to create a smoothly running dream team that frees up your time to do what you do best.

Cleve Gaddis is a team leader with Gaddis Partners, RE/MAX Center in Atlanta, and a Master Coach with Workman Success Systems. Cleve first learned sales by selling vacuum cleaners door-to-door and now puts those skills to use by helping his team close \$60 million+ annually. His passion revolves around building teams and sharing his systems and strategies to help others succeed.

In his session, titled *“Proven Strategies to Conversion Success – Stop Selling, Start Serving,”* Clive will share five applicable systems from the countries’ top producing teams that real estate agents can use to connect better, build sustainable, stronger relationships, and convert more prospects to closings. Never walk away from another appointment again! This session will take place on Wednesday January 30 at 4 pm.

On Thursday January 31 at 2 pm, Cleve will lead a session on *“Making Social Marketing Work for You - An Integrated Approach.”* He will share best practices on what to post on social, how and when to post it, who to target, and how to drive more traffic to your website to generate more quality leads.

These experts are avid supporters of Chime and will speak to its world class all-in-one solution, which helps drive lead generation by delivering high quality content to real estate agents. Chime will also be demonstrated onsite at the show within the Partner Showcase at Kiosk 15.

About Chime Technologies

Chime is an all-in-one real estate operating system for the real estate industry headquartered in Phoenix, Arizona. Its award-winning productivity suite offers a responsive CRM, intelligent IDX and optimized marketing that helps real estate professionals and teams of all sizes run and grow their business. Chime Technologies operates as a US subsidiary of Renren, Inc. ([RENN](#)). For more information, contact info@chime.me or 888-342-9698, or visit www.chime.me/.
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