



INSTRUCTOR
Steve Oniki

SOS Productions

Steven Oniki
PO BOX 18094
Sarasota, FL 34276

Steven Oniki is a man of many facets - teacher, coach, Vietnam veteran, husband, father and mentor. Steve exemplifies all of these with enthusiasm and sincerity.

Born and raised in the Midwest, he attended Kansas State University, where he earned a Bachelor of Science degree in education. He began his career as an elementary school teacher, administrator and coach. During that time, he served two years in the United States Army and was discharged as a decorated veteran. Upon entering into sales, he became the top salesman in a company with 1500 salespeople nationwide. In 1975, with a continuing commitment to teaching, Steve began a career conducting sales, management and personal development seminars.

Steve has the unique ability to educate an audience with practical information in a way that is put to immediate use in their personal and professional lives. His seminars and speeches have touched the lives of thousands of people of all ages. Through his dedication to people as a lecturer and teacher, he has earned the recognition, popularity and demand as one of America's leading speakers.

SELLING PERSONALITIES

March 15, 2010

9:00-12:00

1:00-4:00

Instructor: Steve Oniki

\$45 for members

RSVP GACAR TODAY

(352) 332-8850

<http://realtor.gacar.com>

(click on events)

There's a fairly easy way to learn to adapt: Use a personality assessment, such as the DISC Personality Profile, to understand your behavioral style as well as that of those you meet. Understand the underlying traits of the four main types, but know that most people are a combination. Pick up on clues when you meet prospects. Deliver what they want at every stage, Protect them from their fears, and Adjust to couples.



Gainesville-Alachua County Association of REALTORS
1750 NW 80th Blvd
Gainesville, FL 32606
Ph. 332-8850 Fx. 331-7911