

"Evan has been a valuable resource and facilitator for our leadership development program. His experience in the field as well as his vast knowledge in association leadership gives him a relatable perspective and thoughtful insights."

**Amy P. Fennell, MPA, Director of Communications &
Member Services of Louisiana REALTORS®**



Evan Fuchs, ABR, CRB, CRS, GRI



(928) 542-8610
evanfuchs.com

PERSONAL MESSAGE FROM EVAN FUCHS

My leadership experience has taught me that everyone brings something valuable to the table. If you create an environment that encourages people to share, everyone in the room gets better and that value grows exponentially. My focus is to help attendees build their leadership skills and business skills as advocates for those they serve.

"How can I help you?" is an essential approach to creating programming and delivering content that the audience can apply to their relationships and business strategy. I'm committed to sharing systems that help attendees replicate "what works." By understanding how they interact with others, it enhances their awareness of their value: what they do, why they do it and who benefits.

My keynotes, workshops, and programming inspire action by empowering individuals and teams to connect their goals with their passions. I focus on real-life application, not just theory, so everyone is guaranteed to leave with actionable takeaways.

I love collaborating with passionate professionals to produce our best work.



Evan Fuchs, ABR, CRB, CRS, GRI

"Evan Fuchs is one of those speakers that connects with his audience on every level to deliver impactful and thought-provoking discussions leading the attendees to discover their leadership strengths and helping them to redefine and hone their leadership journey to become a leader of substance and significance...a leader member wants to follow and a speaker groups want to hire."

Barb Freestone, SVP Professional & Business Development, Arizona Association of REALTORS®

MISSION STATEMENT

To help individuals and teams produce their best work, to foster an environment that encourages interaction, connection and growth, and to empower leaders using a proven process to align Intention, Direction and Action.

WHEN YOU WORK WITH EVAN FUCHS, YOU CAN EXPECT:

1. A nationally recognized educator and experienced broker owner with a track record of results, expertise and credibility.
2. An expert facilitator who actively engages audiences in discovering ways they can produce their best work.
3. **Intention** – Empowering attendees to discover ways to effectively and proactively invest time, energy and resources in building their business and relationships.
4. **Direction** - reinforces the importance of balancing business strategies, leadership qualities and culture which strengthens the connection of individuals and purpose.
5. **Action** - helps participants turns theory into real life application and systems that work in today's marketplace.

ABOUT EVAN FUCHS

Evan Fuchs is the broker owner of a top producing real estate company and industry leader with 22+ years' experience, who speaks nationally on leadership and team building, strategic planning and sales. As a highly sought-after educator, Evan utilizes his experience gained from serving as President of the Arizona Association of REALTORS®, and his ongoing service on various boards and committees for both the state and National Association of REALTORS®, on stage, in the classroom, and in the field. Evan has served in numerous leadership capacities for local, state and national associations. He creates custom programming on sales and leadership for brokerages and associations, including the Arizona REALTORS® Leadership Training Academy.

If you have been frustrated with trying to apply techniques and systems to real life situations, you'll enjoy how Evan's down to earth, interactive style immediately creates a highly effective learning environment. He is a straight shooter with an engaging style who shares openly how he balances his commitments and delivers on his promises, while maintaining a life using systems, partnerships, and his nerd brain. Evan teaches pre-licensing and continuing education, strategic planning, business planning, and many designations and certifications such as ABR, GRI and RENE. He is a John Maxwell Certified Leadership Trainer.

Evan is a proud dad and husband, past Arizona State President, 4-time REALTOR® of the Year, and lifelong learner. He loves training and collaborating with individuals and teams who aspire to produce their best work.

DESIGNATIONS AND CERTIFICATIONS

- Accredited Buyer Representative (ABR)
- Certified Real Estate Brokerage Manager (CRB)
- Certified Residential Specialist (CRS)
- Dispute Negotiation Training (AAR)
- e-PRO Certification (e-PRO)
- Graduate REALTOR® Institute (GRI)
- Master of Real Estate Society (MRES)
- Maxwell Certified Coach, Trainer, Speaker
- One America – At Home with Diversity
- Real Estate Negotiation Expert (RENE)
- Resort & Second-Home Property Specialist (RSPS)
- Seller Representative Specialist (SRS)
- Short Sale & Foreclosure Resource

EXPERIENCE AND ACHIEVEMENTS

National Association of REALTORS®

- Professional Development Committee Chairperson – 2018, Committee 2015 - Present
- Board of Directors 2009-2015 and 2018

Arizona Association of REALTORS®

- President, 2014
- Regional Vice President, 2003-2005
- Board of Directors, 2001 - 2005, 2007- present
- Executive Committee, 2003 - 2005, 2007 - 2010, 2012 - 2015, 2017
- Certified Mediator, 2010 - present
- Professional & Business Development Committee Chair, 2010
- Communications & Technology Committee Chair, 2009
- Risk Management Committee Chair, 2008

Bullhead City / Mohave Valley Association of REALTORS®

- President, 2001-2002
- MLS Committee Chair
- Government Affairs Committee Chair, 2005
- Technology Committee Chair, 2001

Western Arizona REALTOR® Data Exchange

- President, 2006

City of Bullhead City

- Strategic Planning Committee, 2010, 2013, 2014, 2015
- Parks & Recreation Commission, 2000 – 2004

Bullhead Area Chamber of Commerce

- Board of Directors, 2013-2015

Arizona Department of Real Estate

- Education Advisory Committee, 2011 – present

AWARDS AND RECOGNITION

- Distinguished Service Award – Arizona Association of REALTORS® 2017
- REALTOR® of the Year 2012, 2006, & 2002 – Bullhead City/Mohave Valley Association of REALTORS®
- REALTOR® Leadership Award 2010 – Bullhead City/Mohave Valley Association of REALTORS®
- Code of Ethics Award 2007 – Bullhead City/Mohave Valley Association of REALTORS®
- President's Award 2005 & 2003 – Bullhead City/Mohave Valley Association of REALTORS®



PARTIAL CLIENT LIST

Arizona Association of REALTORS®
Austin Board of REALTORS®
Bullhead City/Mohave Valley Association of REALTORS®
Chicago Title
Colorado River Unified School District
EMS Realty
Greater Albuquerque Association of REALTORS®
Illinois Association of REALTORS®
Iowa Association of REALTORS®
Kingman/Golden Valley Association of REALTORS®
Lake Havasu Association of REALTORS®
Louisiana Association of REALTORS®
Mobile Association of REALTORS®
National Association of REALTORS® Association
Executive Institute
National Association of REALTORS® Region XI
National Association of REALTORS® TechEdge
Northern Arizona Association of REALTORS®
Omaha Area Board of REALTORS®
Opendoor
Orlando Regional Association of REALTORS®
Prescott Area Association of REALTORS®
Real Property Resource
REALTOR® Association of Acadiana
REALTOR® Association Professional Development
Directors & Educators Summit
REALTORS® of South Central Kansas
Realty One Group Mountain Desert
Scottsdale Association of REALTORS®
Sedona/Verde Valley Association of REALTORS®
South Dakota Association of REALTORS®
Southeast Valley Association of REALTORS®
Summit Association of REALTORS®
Tri-City Association of REALTORS®
Tucson Association of REALTORS®
West Maricopa Area Association of REALTORS®
Western Pinal Association of REALTORS®
Women's Council of REALTORS®
Vail Board of REALTORS®
White Mountain Association of REALTORS®
Yuma Association of REALTORS®



"Our group can have very high expectations that Evan met and exceeded, he was able to engage even seasoned brokers. He connected with the spiciest of our board members and reenergized the staff. After the HUGE Success of our Leadership training, board members left motivated and purposeful. Evan was able to connect with our board members as a very knowledgeable peer and reach the staff because of his understanding and experience!"

Mikel Traweek, Membership Director, Summit Association of REALTORS

LEADERSHIP PROGRAMS



THE INTENTIONAL LEADER

Creating Alignment through Collaboration

Being unprepared going into a leadership position can create havoc for you and those you wish to lead. Whether you are an Association Executive, Broker Owner/Manager or a volunteer leader, mastering your ability to connect meaningfully with people and unite them around common goals and values is crucial to your team's success. Join Evan in this "hands on" program as he shows you how to incorporate proven strategies to hit the ground running, gain team buy-in on clearly defined goals, and keep your team on task and on time in order to produce your best work while maintaining a life.

Session Options: 1 Hour 2 Hours 3 Hours



LAW OF THE JUNGLE: LEADING OURSELVES AND OTHERS

"For the strength of the pack is wolf. And the strength of the wolf is the pack."
Rudyard Kipling

Is your team focused and moving in a clearly defined direction? Is everyone in agreement about how to produce their best work? This inspirational session explores the power of finding common ground and getting agreement on key principles in order to build a strong pack. Evan Fuchs, a top-producing broker/owner and national leadership trainer, helps you identify your leadership strengths, shares strategies for expanding your influence and shares his simple framework for doing your Best Work by aligning three key drivers: Intention, Direction, and Action.

Session Options: 1 Hour



"Evan gave us relevant knowledge we could put to use in our own businesses immediately in order to provide our clients superior service, ways to market ourselves to stand out from the crowd, and processes to ensure smooth client transactions! And taught it in ways that make it easy to remember the information and while learning to have Fun along the way...what more can you ask for?"

Claudelle Johnson, Attendee

DOING OUR BEST WORK

Creating Team Alignment to Achieve Meaningful Goals

Intention

Direction

Action

Synergy is the result of two or more people working together to achieve something neither one could have achieved on their own. When was the last time you felt that jolt of energy that comes from creating a meaningful impact on the career and the lives of your team members and those you serve? The leader who understands that they ignite the fuel of team energy by aligning strategy, connection, and collaboration provides a framework for a team to do their best work. Join Evan as he shares proven strategies for setting and achieving team goals based on his experience as a past state president, top-producing broker/owner, and strategic planning facilitator.

Session Options: 1 Hour



THE PERSONALITY CONNECTION

Play to Your Strengths

Join Evan Fuchs in this interactive, high energy workshop and discover more about yourself than you thought possible in a short period of time. Learn simple, practical, and fun approaches to connecting with others by understanding DISC behavioral styles. Improve communication and strengthen your relationships at all levels. Perfect for team-building, leadership, or business development.

Session Options: 1 Hour 2 Hours 3 Hours



AE'S ARE FROM MARS, VOLUNTEERS ARE FROM VENUS

The relationship between staff and volunteer leadership can be...tricky. Learn proven communication, leadership, and team-building strategies for working together to better serve your members - plus 5 action steps you can take to ensure your team's success.

Session Options: 1 Hour 3 Hours 4 Hours



"It's always a treat with Evan Fuchs! He has facilitated our leadership training day for our leadership academy and was amazing. His dedication and passion shine through with everything he does, making him a valuable and very effective. He has the insight of what it takes for an association to run smoothly and effectively in order to be the best it can for its members, all while being able to speak to each group with an understanding of who they are and how they look at things."

Cindi Ferguson, RCE, e-PRO®, Professional Development Director & Professional Standards Administrator, REALTORS® of South Central Kansas

AGENT PROGRAMS



THE INTENTIONAL AGENT Navigating the Stressful World of Real Estate

Avoid being an Accidental Agent - someone who focuses on transactions before the relationship and treats real estate as a job rather than a long-term career. Become an Intentional Agent and discover the answers to these questions: Who do I want to be? Where am I headed? What needs to change? Evan will show you the systems to put in place to help you avoid mistakes that cost you time, money, and energy and position you to build a sustainable real estate career. Learn how to provide consistently solid service, reduce risk, and build a following by adopting an advisor's mindset; and specific steps for shifting from a reactive Accidental Agent, to a proactive Intentional Agent.

Session Options: 1 Hour 3 Hours 4 Hours



WHEN TECHNOLOGY AND ETHICS COLLIDE

Application and Best Practices for the 21st Century

The fore fathers of our country never imagined domain URLs or digital signatures. The NAR Code of Ethics is 100 years old. Where does the use of technology fit in this modern age and how can we adapt its use to the code? No more cringing when you realize you need to attend a Code of Ethics class. Join Evan in this interactive, engaging program where best practices are revealed to help keep you out of trouble both online and offline while leveraging technology in your business. Specifically emphasizing online advertising, communication and social media.

Session Options: 1 Hour 3 Hours 4 Hours



BUILDING YOUR BUSINESS WITH BUYER CONSULTATIONS

Ready to help more buyers in less time with fewer headaches? Learn how to analyze buyer DNA (Desires, Needs, Ability) to determine how you can best help them, create an intentional home buying process for great service with minimal stress, and set expectations to ensure smoother transactions. This program walks you through a systematic process of incorporating the buyer consultation as the cornerstone of your buyer representation business. Develop systems, procedures and forms to enhance consistency and quality service. Time to minimize stress and achieve smoother closings.

Session Options: 1 Hour 3 Hours 4 Hours 6 Hours



"Evan is an amazing trainer!! Very knowledgeable, easy to understand and follow along during the training videos. Great articulation and voice inflection which made him enjoyable to listen to and kept our attention. We especially like how thorough his 3 EFFECTIVE BUYER CONSULTATION webinars were."

Matthew Taylor

ON COMMON GROUND

The Power of Emotionally Connecting Generations

Do you remember where you were on September 11, 2001? Generations experience significant events emotionally and intellectually which, along with other common factors, impact their buying or selling decisions. Are you prepared to connect effectively with your clients and build trust and rapport? Working with various generations requires you, a real estate professional, to incorporate different techniques when engaging with Boomers, Generation X, or Millennials. Join Evan as he facilitates a highly interactive session, exploring how agency and consumer communication expectations can impact your consultation approach. The power of understanding demographic data will enhance your ability to fulfill duties and obligations at a level appreciated by whichever generation you are working with.

Session Options: 1 Hour 3 Hours 4 Hours



THE SELF-APPOINTED LEADER

Coach – Collaborate – Close

A lot of things can go wrong during a real estate transaction. When you think of all the people involved during the process, is anyone really in charge? Learn how you can appoint yourself as the leader. Evan will show you how to identify the various players on your team and provide you with the motivation to become that coach who gets everyone pushing in the same direction. Delivered as a keynote or workshop, this session helps agents discover the powerful impact of assuming the role of the coach of the team in order to close more sales in less time with fewer headaches.

Session Options: 1 Hour 3 Hours



KEEPING YOUR TRANSACTIONS ON TRACK

Identifying and Defusing Closing Issues

Great, you have an accepted contract, now what? The challenge is getting to the closing table by working efficiently and eliminating surprises that can derail the transaction. Explore with Evan how to proactively stay on track through escrow, lending and inspections by identifying problem areas and incorporating practical solutions to increase your closing success rate. By being tactical and methodical, you will reduce frustration and wasted time for you and your client.

Session Options: 1 Hour 3 Hours



THE ART OF CONTRACT COMPLETION

Contracts are the center piece of real estate transactions. Learn how to utilize the Residential Resale Purchase Contract as a tool in your arsenal to improve your client's negotiating position and reduce potential liability. Avoid common pitfalls and confusion often created as a result of unclear language and inappropriate forms. Evan Fuchs will guide you through an introduction and review of fundamental contract practices, after which you will be able to effectively complete the Residential Resale Purchase Contract and related industry standard forms.

Session Options: 3 Hours 6 Hours



TRUTH IS BETTER THAN FICTION

Practical Disclosure in Real Estate

Forget lecture, you'll learn how to help yourself and your clients stay out of trouble and in the know in this hands-on disclosure program where participants share experiences, explore case studies and discover practical ways to deal with real life situations. In the end, it's about recognizing our duties to clients and customers while minimizing liability along the way.

Session Options: 1 Hour 3 Hours



FOR YOUR INFORMATION

Contract Issues and Risk Reduction

This contract course is focused on staying up with industry standards and the latest Arizona Association of REALTORS® forms in order to reduce risk, provide better service, and have smoother transactions.

Session Options: 3 Hours



WIN-WIN, OR NO DEAL...

Strategies for Effective Collaboration

Learn how to build an effective working relationship with the other agent in your transaction and put together a deal that "sticks". Leave the client and other agent with a positive experience so they want to work with you in the future. Achieve a Win Win outcome through application of communication strategies and principled negotiation.

Session Options: 1 Hour 2 Hours 3 Hours



"Thank you! The Real Estate Negotiation Expert class was amazing! I learned so much. When I took your class, I had been licensed for 25 days and I gained a world of knowledge in those two days from you and networking with other agents/brokers."

Debbie Johansen

"I have been to many career building and training seminars. I must say I was very impressed with Evan's format and ability to keep the participants engaged! I really liked how each group break out session with brainstorming ideas contributed to the "whole" picture and made it not overwhelming to sit down and format a strategic plan."

Carissa Nickols

BROKER PROGRAMS



THE INTENTIONAL BROKER

Creating Alignment through Collaboration

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Session Options: 1 Hour 2 Hours 3 Hours



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Play to Your Strengths

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Session Options: 1 Hour 2 Hours 3 Hours



LAW OF THE JUNGLE: LEADING OURSELVES AND OTHERS

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Session Options: 1 Hour



DOING OUR BEST WORK

Creating Team Alignment to Achieve Meaningful Goals

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Session Options: 1 Hour

Intention

Direction

Action

STRATEGIC PLANNING AND ON-SITE CONSULTING

The next time your organization is setting up a strategic planning session, consider having Evan Fuchs as your facilitator. He is known for his ability to help teams work in a coordinated energetic fashion while encouraging a high level of interaction and involvement of all members attending the strategic session. When your team leaves for the day, each member will have clear, attainable goals and the tools to begin working on making those goals a reality.

"Evan is an excellent instructor for leadership training and strategic planning. He is able to inspire thoughtful and productive discussion in a fun atmosphere. He did his research and actually read our policies and procedures and bylaws and was able to apply them to our discussions so that everything we did was specific to our board. Can't wait for him to come back!"

Sarah Thorsteinson, Executive Director of Summit Association of REALTORS®

With Evan Fuchs' ability to have insight into different management styles for different disciplines, he is known as a facilitator for management and leaders as they look to energize individuals in the business world to be methodical in their career and organizational development.

- Helps teams to work in a coordinated energetic fashion
- Encourages a high level of interaction and involvement
- Ensures each team member will have clear, attainable goals and the tools to begin working on making those goals a reality.

Evan provides an independent opinion on business models and is dedicated towards helping owners grow their businesses and enhance their overall profitability. He does this by:

- Designing a working business plan
- Collaborating on resolving staffing issues
- Developing marketing strategies
- Organizing your operation administratively

Tapping into Evan's insight is a cost-effective solution that allows you to implement change quickly. He understands your need to reduce costs yet build a solid marketing foundation. Each consulting engagement is unique, driven by the specific needs of his clients. All interactions are kept strictly confidential.

Do you have a project in mind?

**Contact Evan Fuchs at
evan@evanfuchs.com or
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