



2022 FAQ

It's important to know you're investing your time and money wisely by attending the 2022 Tropical Retreat. Please read through the below for answers to common questions regarding the program.



Who will be speaking at the 2022 Tropical Retreat?

Roland Nairnsey, Leah Fellows, Quint Lears, Kimberly Mackey, Tom Daddario, Kevin Oakley, Anya Chrisanthon, Cory Dotson, David Hagan, Heidi Schroeder, and Alexis Udine.

Where is the 2022 Tropical Retreat?

Hilton Clearwater Beach Resort & Spa, 400 Mandalay Ave, Clearwater, FL 33767.

When is the 2022 Tropical Retreat?

Wednesday, November 2, 2022 through Friday, November 4, 2022

How can I get to the 2022 Tropical Retreat?

The nearest major airport to the retreat is Tampa International Airport (TPA), 4100 George J. Bean Parkway, Tampa, FL 33607. The hotel is about 21 miles away, a 40-minute drive from the airport.

How much time will need to be invested in this year's retreat?

You can invest in just the Sales or OSC Program (2 days), just the Leadership, Management and Marketing Program (1.5 days), or both programs (3 full days).

Will food and drinks be provided?

We are providing gourmet food with healthy choices and local cuisine. Your ticket includes cooked breakfasts, gourmet lunches, snacks, coffees, teas, and drinks. There will also be a cocktail party with hot appetizers, libations, and live music on the beach at sunset on Thursday, November 3.

What are the hotel room rates?

All rooms will have full view of the Gulf of Mexico. King and double bed rooms are available. Take advantage of our room block rate of just \$239 per night (a savings of \$136 per night per person over published rates), plus discounted resort fee of just \$15.

Who should attend the 2022 Tropical Retreat - "Better Together"?

Sales, OSC Program & Motivation (Wednesday and Thursday): Salespeople, OSCs, Sales Managers and Directors, Marketing and Design Studio Managers, Leaders, and Owners who would like to become aligned with the sales & OSC teams and understand the buyers' experience.

Leadership Program (Thursday afternoon and Friday): Company Leaders, Sales Managers and Directors, Marketing and Design Studio Managers, Owners, Presidents, and CFOs.

What is the level of information involved?

We take great pride in teaching the most up-to-date relevant material for all levels of experience for Sales, OSCs and Leadership:

Essentials – Beginning salespeople and OSCs will walk away with foundational information to set them up for the ever-changing market.



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What is the level of information involved? (Continued from previous page)

Advanced – Experienced salespeople and OSCs will learn more techniques, tricks, and tools to level up their performance and help embrace change.

Mastery – Successful salespeople, OSCs, and leadership will re-energize their processes, create open lines of communication, and perfect their strengths while working together to create a stronger team.

What is the capacity of the retreat?

We have limited space and due to pent-up demand, fully expect to sell out. Join the VIP list to ensure that you will be the first to be notified to reserve your spot.

What kind of relaxation will be at the retreat?

All kinds! You can:

- Start the day watching the sunrise over the ocean with meditation and yoga... Ohm.
- Enjoy chair massages during the lunch breaks.
- Refresh yourself with healthy drinks and snacks.
- Stretch and perform breathing exercises to maintain energy in the afternoon.
- Enjoy the cocktail party with music, hot appetizers and libations during sunset!

What else can I expect to receive at the retreat?

As well as transformational education, you will receive:

- An in-depth workbook
- Swag bags with towels and surprise gifts
- Graduation plaques
- Photos with the whole group and your favorite speaker, if you request.

What fun activities will be at the retreat?

The style of training is interactive and fun. The sales training sessions end with a Kahoot game with laughter and prizes, we play lively music, and the atmosphere is uplifting and inspiring.

Can I bring a friend or family member?

Want to come but don't want to leave your loved ones behind? We have you covered! Invest in a "Fun Pass" and they can join you for all of the wonderful food, snacks, and celebrations.

Will there be opportunities to connect after the retreat?

Stay in touch! All attendees will have access to a private Facebook page to share comments and ideas with newfound friends within the industry. OSCs will also have monthly virtual live group chats for 90 days after the conference, hosted by Leah Fellows.

Are there any group rates?

Please call Abi Licatino for information on incentives for groups of 5 or more or 10 or more.

Who can I contact with questions?

Please call our retreat concierge Abi Licatino at 713.382.8212 or email abi@newhomesalesplus.com