

Module 4

Last Updated Thursday, 28 February 2008

2008 Figure Business Coaching Program

Module 4 - Kim Ades

Wednesday March 26th, 1:00 P.M. (Central Time)

Kim Ades, MBA, is Founder and President of Opening Doors, and Frame of Mind Coaching.

Between 1995 and 2005, Kim was the Founder and President of Upward Motion and is well known for dramatically penetrating the international real estate industry with a product called the Real Estate Simulator, a web-based assessment tool for the recruitment, selection and training of top performing real estate agents.

During that period Kim worked intimately with brokers to help them identify the characteristics, traits and behaviours of individuals who had the potential to be outstanding real estate agents. Her expertise in this area makes her one of the industry's foremost experts on performance and success in real estate sales. As a result of her years of study and data analysis, she has discovered that while top performers have a variety of different personality traits and execute different strategies to acquire their success, there really is only one substantial difference between top performers and others; their frame of mind.

As such, Kim is thrilled to announce the launch of Frame of Mind Coaching. Frame of Mind Coaching provides real estate agents with

a program designed to explore the critical aspects related to top career performance, by offering a supportive infrastructure to develop the skills of deliberate thought; a focussed frame of mind.

She is also a regular contributor to a growing series of national real estate publications, including Frog Pond Magazine, RISMedia's National Real Estate and Relocation Magazine, and Real Estate Professional Magazine.

Kim is recognized for her warmth, her passion and her instinctive talent for seeing the strengths of her clients and helping them open the door to their own success. She is creative in her approach, honest, perceptive and forms a genuine connection with her clients, building a solid bond of trust and growth.

On a more personal level, Kim lives in Toronto, Canada and is the mother of two incredible children. For her, family is paramount and this sensibility remains at the core of all her endeavours.

Frame of Mind Coaching. It's about creating the career you have always dreamed of. It's about owning the life you desire.