



## MEET YOUR FACULTY

**Nancy Seago** is the owner of Nancy Seago Seminars, specializing in Sales Training and Vice President, Senior Loan Officer for Metro Diamond Mortgage. She entered the real estate business in 1977 as an assistant and obtained her real estate license that same year, becoming a Master Agent with Century21 System. In 2007 she joined her son in the mortgage industry. Her real estate license is inactive at the present time. Nancy is a Graduate of the REALTOR® Institute (GRI), and is certified to teach Franklin Quest Time Management Courses and Effective Financing along with Goal Management Achievement. She is a former National Trainer and Business Consultant for Century 21 Corporation.

She has been a guest instructor at the Arizona Association of REALTORS® State Conventions as well as Century 21 National Conventions. She served on the Board of Directors for Century 21 Maricopa County. She currently serves on the Board of Directors for AZREEA. She has also chaired many committees for the state and local association, SouthEast Valley Regional Association of REALTORS®.

Nancy has a motto "Selling is Legal"

There are only two reasons you won't succeed.

1. You *don't know how* to do something (needs training)
2. You *won't* do something (can't be helped)

**MODULE(S): 100, 201, 309, 312, 315 & 319**

### YOU MAY REACH THE INSTRUCTOR AT:

**Nancy Seago Seminars**  
**P.O. Box 27625**  
**Tempe, AZ 85285**  
**MetroDiamond Mortgage**  
**2226 S. McClintock #1**  
**Tempe, AZ 85283**  
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*The GRI curriculum prepares the graduates to conduct business in the Arizona residential market to meet the needs of clients and customers.*