



**Roger Turcotte** is a highly sought-after national speaker in the realm of real estate education. Roger's experience as a real estate agent and manager helped him create solution-based seminars that empower real estate managers and agents to sharpen their competitive edge.

An ease with teaching and an engaging sense of humor enable Roger to provide seminars that are informative, enjoyable, and, ultimately, profitable. Roger has earned a reputation as a consummate real estate educator, with recognition by seminar students, agency owners, and REALTOR® associations throughout the United States.

**Published Works**

Co-author, *High Performance Leadership Training Series*  
Co-author, *Buyer Representation in Real Estate*, Dearborn Real Estate Education, third edition (2006)  
Author, *Certified Negotiation Specialist Training course*, Coldwell Banker Real Estate

**Educator of the Year**

New Hampshire Association of REALTORS®  
1993

**REALTOR® of the Year**

Concord, NH Board of REALTORS®

**Member, NAR Professional Development Committee**

**Distinguished Real Estate Instructor (DREI)**

Real Estate Educators Association

Co-Author

**Buyer Representation in Real Estate,**

Dearborn Real Estate Education,  
third edition (2006)

Co-Author

**High Performance Leadership Training Series**

Author

**Certified Negotiation Specialist Training Course**

Coldwell Banker Real Estate

## History

Roger Turcotte listed and sold real estate in New Hampshire starting in the early 1980s. In 1987 Roger became the managing partner of a real estate company that represented homebuilders, as well as owners of residential resale properties. During this time, Roger was active in both the National Association of REALTORS® and the National Association of Home Builders.

Roger Turcotte and Company was founded in 1991 in response to requests from homebuilders who wanted expert consultation for their sales teams from professionals who understood new home sales and the real estate business. As a result of his work with new home sales teams, Roger gained an understanding for the skills development training that real estate sales professionals needed for their day-to-day work.

Since its inception, the company has expanded its services by developing and providing leadership training for both owners and managers of real estate companies, as well as for volunteer leaders within the REALTOR® organization.

## Testimonials

Today I secured a premium listing which I will attribute to a direct result of the "Listing Property under Your Terms" session. I must admit I am an education/seminar junkie. I love learning new information. I went to the Spring Learning Event anticipating I would learn and implement at least one new idea; two ideas would have been a bonus.

Roger Turcotte, was outstanding. His presentation was exactly what I needed to re-enforce my business skills. I used his methods immediately. I interviewed a seller who informed me upfront, I was competing with 3 other agents/companies. This seller wanted the firm facts. He wanted an agent that didn't tell him what he wanted to hear, but the market truths. I loved the confidence factor that Roger Turcotte inspired to walk away if you can't accomplish what you promise.

Needless to say, I am excited about this listing because it is not only an outstanding property, it is priced right at terms that are doable.

— **Linda Freudenthal, CRS, GRI**  
*Realtor Associate CB The Real Estate Group, INC*

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If you are looking for an instructor who will not give a "one size fit's all" presentation but will adjust a topic according to your members' needs; discuss budgetary needs, yours and his; is an expert in a wide range of topics; facilitates the learning experience; listens and answers all student questions; suggests appropriate methods of evaluation to measure the course success; goes beyond your expectations; holds the prestigious DREI (distinguished real estate instructor designation); is a consummate professional; then I highly recommend Roger Turcotte. But book him as soon as possible. Roger is one of our favorites and we are now scheduling him at least 6 months in advance.

— **Eileen F. Taus, Director of Education**  
*Westchester County Board of Realtors*

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Thank you so much for addressing the Realty Guild at our recent Summit. The response was overwhelmingly positive and our broker/owners want you back for more! It has been such a pleasure working with you on this presentation. The efforts you took to ensure that we were all on the right track regarding the subject matter paid off. With your knowledge of the industry and your insights into needs of independent real estate owners, you were able to put together a concise and immensely interesting program.

— **Inez E. Steele, Executive Director**  
*Realty Guild*