

## Calendar of Events

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March 5, 2025  
- May 21, 2025

**12-Week Sales MasterCLASS**  
**On Zoom**  
11:00 AM - 12:00 PM CST

*Sales MasterCLASS*

*Join us, as TABB partner's with ActionCOACH of Texas again this year for some valuable training for our members!*

*Date: Every week starting Wednesday, March 5 through May 21 (12 week course, 1 hour per week)*

*Time: 11 am till Noon on Zoom*

*Membership Benefit for TABB Members (No Fee)*

*\$1800 for Non-members*

*Become Masterful at the Sales Profession – Multiply your conversion rate*

*For Broker Owners & the Advisors who work in Brokerages*

*Professional Sales Skillsets and Mindset are applied each week so they become habits and the new standard approach by end of the 12 weeks.*

*Not a member of TABB but want this benefit too? Then Join TABB today and register for the course.*

March 5, 2025  
- April 2, 2025

**Trusted Advisor ? The Four Domains of Trust and Accelerating Trust-Building  
On Zoom**

12:00 PM - 01:00 PM CST

*Trusted Advisor – The Four Domains of Trust and Accelerating Trust-Building*

*Join us, as TABB partner's with ActionCOACH of Texas again this year for some valuable training for our members!*

*Date: Every week starting Wednesday, March 5 through April 2 (5 week course)*

*Time: Noon till 1 PM on Zoom*

*Membership Benefit for TABB Members (No Fee)*

*\$800 for Non-members*

*Learn and implement the Four Domains of Trust Framework*

*How to know which of the Domains are most important to a particular client and apply them effectively*

*How to accelerate the building of trust and retaining the trust once gained*

*Not a member of TABB but want this benefit too? Then Join TABB today and register for the course.*

March 5, 2025  
- May 21, 2025

**12-Week Business MasterCLASS**  
**On Zoom**  
01:00 PM - 02:00 PM CST

*Business MasterCLASS*

*Join us, as TABB partner's with ActionCOACH of Texas again this year for some valuable training for our members!*

*Topic: Business MasterCLASS*

*Date: Every week starting Wednesday, March 5 through May 21 (12 week course)*

*Time: 1 pm till 2 pm on Zoom*

*Membership Benefit for TABB Members (No Fee)*

*\$1800 for Non-members*

*This is for Brokers of all tenure...including those with decades of experience  
Specific, proven strategies to grow deals done per year, profits, team, culture,  
brokerage structure and brokerage value*

*Proven strategies and processes are implemented each week to achieve business  
growth during the 12-week period and beyond.*

*Not a member of TABB but want this benefit too? Then Join TABB today and register  
for the course.*

April 9, 2025  
- April 30, 2025

**Getting More Value From Your Deal Team and Building a Referral Based Business  
On Zoom**

12:00 PM - 01:00 PM CST

*Getting More Value From Your Deal Team and Building a Referral Based Business*

*Join us, as TABB partner's with ActionCOACH of Texas again this year for some valuable training for our members!*

*Date: Every week starting Wednesday, April 9 through April 30 (4 week course)*

*Time: Noon till 1 PM on Zoom*

*Membership Benefit for TABB Members (No Fee)*

*\$700 for Non-members*

*The Process & Structure of how to leverage your deal team to Make More Money with Less Effort*

*The 21 Keys to Building a Referral Based Business*

*Not a member of TABB but want this benefit too? Then Join TABB today and register for the course.*

May 7, 2025  
- May 21, 2025

**Overcoming Objections**  
**On Zoom**  
12:00 PM - 01:00 PM CST

*Overcoming Objection*

*Join us, as TABB partner's with ActionCOACH of Texas again this year for some valuable training for our members!*

*Title: Overcoming Objections*  
*Date: Every week starting Wednesday, May 7th through May 21st (3 week course)*  
*Time: Noon till 1 PM on Zoom*  
*Membership Benefit for TABB Members (No Fee)*  
*\$700 for Non-members*

*Mindset & Proven techniques to proactively overcome objections*  
*The Magic Questions to overcome objections*

*Not a member of TABB but want this benefit too? Then Join TABB today and register for the course.*

September 25, 2025  
- September 27, 2025

**2025 Conference Individual Tickets**

**The Hilton Richardson Dallas**

**701 E Campbell Rd.**

**Richardson, TX 75081**

06:00 PM - 12:00 PM CST

*Thank you for your interest in the Texas Association of Business Brokers 2025 Conference!*

*The earlier you register the better the price! Members get discounted tickets!*

*Location: Hilton Richardson Dallas*

*Date: Evening of September 25 through September 27.*

*Address: 701 E Campbell Rd, Richardson, TX 75081*

*Attendee Benefits Include:*

*Instructional Workshops Provided by Experienced Brokers & Subject Matter Experts*

*Networking Opportunities with Brokers and Affiliates*

*Social Events*

*Breakfast and Lunch*

*REGISTRATION*

*Members*

*Non-members*

*March 8 - April 30*

*\$360*

*\$385*

*May 1 - August 8*

*\$395*

*\$445*

*August 9 and after*

*\$450*

*\$500*

*No ticket refunds will be given but you can have someone else attend.*

April 15, 2025

**Austin TABB Meeting**

**Cover 3 Restaurant  
2700 W Anderson Ln,  
Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

*Register in the link.*

April 23, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio  
8620 N. New Braunfels Ave, #700  
San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

April 24, 2025

**TABB DFW Chapter Meeting**

**Prestonwood Country Club  
15909 Preston Road  
Dallas, TX 75248**

11:30 AM - 01:00 PM CST

Scott Perry, 4692931400

sperry@gatewayma.com

*Topic: SBA Update*

*Speaker: Herb Austin*

May 20, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant  
2700 W Anderson lane  
Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

May 22, 2025

**TABB DFW Chapter Meeting**

**Prestonwood Country Club**

**15909 Preston Road**

**Dallas, TX 75248**

11:30 AM - 01:00 PM CST

Scott Perry, 4692931400

sperry@gatewayma.com

*Topic: Minimizing Business Taxes while maximizing business value*

*Speaker: TBD*

May 28, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio**

**8620 N. New Braunfels Ave, #700**

**San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

June 17, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant**

**2700 W Anderson lane**

**Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

June 25, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio**

**8620 N. New Braunfels Ave, #700**

**San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

July 15, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant**

**2700 W Anderson lane**

**Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*



July 23, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio  
8620 N. New Braunfels Ave, #700  
San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

August 19, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant  
2700 W Anderson lane  
Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

August 27, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio  
8620 N. New Braunfels Ave, #700  
San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

September 16, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant  
2700 W Anderson lane  
Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

September 24, 2025

**San Antonio Chapter Monthly Meeting**

**Petroleum Club of San Antonio  
8620 N. New Braunfels Ave, #700  
San Antonio, TX 78217**

11:15 AM - 01:00 PM CST

David J. Sweeten, 210-422-7958

david@brokersoftexas.com

*The San Antonio Chapter conducts a monthly lunch meeting on the 4th Wednesday of each month at the following location:*

October 21, 2025

**Austin TABB Networking Lunch**

**Cover 3 Restaurant**

**2700 W Anderson lane**

**Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Austin TABB Networking Lunch*

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

November 18, 2025

**Austin TABB Meeting**

**Cover 3 Restaurant**

**2700 W Anderson Ln,**

**Austin, TX 78757**

11:30 AM - 01:30 PM CST

Kelli Toal, 512-484-3944

kelli.toal@expcommercial.com

*Join us for our monthly networking lunch and learn from our guest speaker with the Austin Business Broker community.*

*Register in the link.*