



Strategic Staging

Where to Spend and
Where Not To – Before Listing

30-MINUTE

AGENT TRAINING

THE BBN FRAMEWORK

A strategic lens for evaluating every room.



FEATURED GUEST SPEAKER

AT **2026**

REALTOR® QUEST



In just 30 minutes, get a clear, actionable framework to help you advise with confidence, avoid costly missteps, and deliver better results for your sellers.

IN JUST 30 MINUTES, YOU'LL LEARN:



WHERE TO INVEST

Focus on the areas that deliver the highest return.



WHERE NOT TO SPEND

Avoid costly updates that won't impact buyer decisions.



MAKE SMART RECOMMENDATIONS

Use the BBN Framework to guide sellers with confidence.



**30 MINUTES.
BIG IMPACT.**

Better advice.
Stronger listings.
Better results.

WHAT BROKERAGES ARE SAYING

“ The feedback from our agents was overwhelmingly positive because the content was practical, engaging, and immediately applicable to real listing situations. I would highly recommend Carmen's session to any brokerage looking to provide meaningful professional development that helps agents better serve their clients and win more business. ”

Johanna Pigeon

Broker Director of Education and Culture
Bosley Real Estate

“ An amazing and insightful presentation! Stage Right gave our agents fantastic, practical tips on lighting and staging that will make a noticeable difference in how we showcase homes. ”

Marcus Wilkinson

Managing Broker
Royal LePage Real Estate Services Ltd., Brokerage



ABOUT CARMEN WAGEMAN

Carmen has spent **25 years** helping GTA agents prepare more than **14,000 homes** for market. A featured Guest Speaker at **2026 REALTOR® Quest**, she delivers practical education that agents can immediately apply for better results.



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