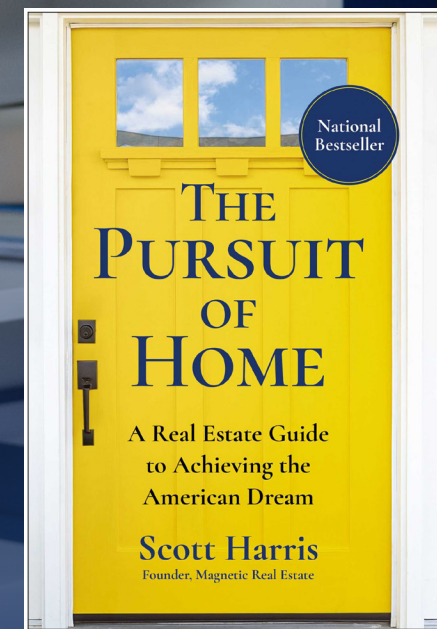


Scott Harris · SPEAKER KIT

Inspiring clarity, confidence, and values-driven decisions in business, homeownership, and life.





Scott Harris is a nationally recognized real estate leader, bestselling author, and sought-after speaker who delivers powerful, story-driven talks for real estate professionals, entrepreneurs, and homebuyers navigating pivotal decisions. His work helps audiences align values with action – whether they're serving clients, building a business, or buying a home.

Scott's talks combine storytelling, real-world insight, and practical frameworks to create meaningful, actionable experiences for diverse audiences.

FORMATS INCLUDE:

- Keynotes
- Conference Breakouts
- Team Trainings
- Panels & Fireside Chats

Audiences leave with **clarity, confidence, and tools they can apply immediately.**

HIRE SCOTT TO SPEAK AT YOUR NEXT EVENT:

[PURSUEYOURHOME.COM](https://pursueyourhome.com)

TOPICS



REAL ESTATE PROFESSIONALS

- Transform Your Work and Life by Re-imagining What “Home” Truly Means
- Harness the Power of Emotional Intelligence in Your Real Estate Business
- Transform Your Business by Deciphering Decision-Making
- Turn Your Buyers and Sellers from Deal Killers into Dream Clients
- Turn Communication into Your Real Estate Superpower



ENTREPRENEURS

- Be the Magnet: Master Your Inner Game to Attract Massive Success in Business and Life
- Harness the Power of Emotional Intelligence in Your Business
- Turn Communication into Your Business Growth Superpower
- Transform your Clients from Deal Killers into Dream Clients



HOMEBUYERS

- Transform Your Life by Re-imagining What “Home” Truly Means
- Harness the Power of Emotional Intelligence to Find Your Dream Home
- Transform Your Home Search by Deciphering Your Decision-Making
- Eliminate Self-Sabotage and Find Your Dream Home
- Turn Communication into Your Real Estate Superpower

TOPICS

REAL ESTATE PROFESSIONALS



- Transform Your Work and Life by Re-imagining What “Home” Truly Means
- Harness the Power of Emotional Intelligence in Your Real Estate Business
- Transform Your Business by Deciphering Decision-Making
- Turn Your Buyers and Sellers from Deal Killers into Dream Clients
- Turn Communication into Your Real Estate Superpower



REAL ESTATE PROFESSIONALS

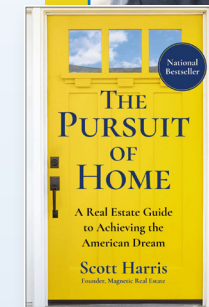
Transform Your Work and Life by Re-Imagining What “Home” Truly Means

Most agents misunderstand what “home” means, and in real estate, that misunderstanding leads to misalignment, burnout, and transactional thinking. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, breaks down the emotional, psychological, and cultural forces that shape how people make the biggest decisions of their lives. Agents will reconnect with purpose, elevate their client relationships, and build careers rooted in authenticity, values and long-term success.



Takeaways

- Discover the **archetypes** that drive every client’s behavior
- Uncover the **“emotional blueprint”** behind every purchase or sale
- Move clients—and yourself—from fear-based decisions to **possibility-based decisions** with proven strategies
- Transform complex transactions into clear, vision-driven journeys using the **Magnetic Method™**
- Build a framework for a career that feels **fulfilling, sustainable, and human-centered**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott’s proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer’s inner journey dictates their tangible success.



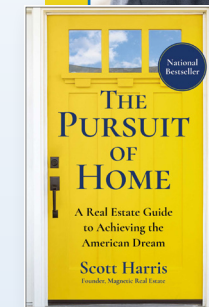
REAL ESTATE PROFESSIONALS

Harness the Power of Emotional Intelligence in Your Real Estate Business

Real Estate professionals misunderstand why their deals break down. It's not over money or market timing, but a lack of emotional intelligence. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, unpacks the principles of decision-making and the dramatic impact of emotional mastery. Real estate professionals will shift their perspective from transaction to collaboration, improve their client relationships, and build a sustainable referral business.

Takeaways

- Uncover the **“emotional blueprint”** that drives buyer and seller behavior
- Manage the conflicts **scientifically proven** to hijack sound decision-making
- Navigate successful high-stakes negotiations by being **kind rather than nice**
- Win more listings with a **relational strategy**
- **Close more deals** as a coach first and transaction facilitator second



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



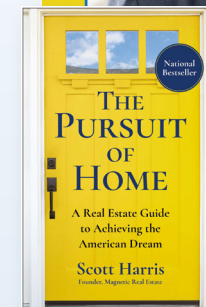
REAL ESTATE PROFESSIONALS

Transform Your Business by Deciphering Decision-Making

Agents misunderstand why buyers tour ten houses that match their checklist and hate them all, only to fall in love with the eleventh house, which checks none of the boxes. Buyers aren't liars; they are simply unaware of their own psychology. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, unpacks the principles of decision-making. Real estate professionals will learn how little control their clients have over what they like, shift their perspective from mistrust to compassion, and dramatically speed up their sales cycle.

Takeaways

- Reveal why your clients' **hardwired defaults** derail deals
- Break down **client archetypes** and how they filter information, process stress, and make decisions
- Uncover the **emotional roots** of home preference and how to tap into them
- Gain insight into and clarity of your **clients' true desires**
- Nurture the intuitive spark that leads to **true home satisfaction for clients**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.





REAL ESTATE PROFESSIONALS

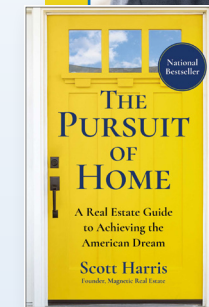
Turn Your Buyers and Sellers from Deal Killers into Dream Clients

Real estate buyers and sellers misunderstand what keeps them from a successful outcome. It isn't the market, the rates, or the competition—it's often self-sabotage. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, explains the psychology of real estate from a veteran agent's perspective. Professionals will go into the minds of their clients, shift their attitude from frustration to compassion, and transform their business in the process.



Takeaways

- Recognize the **psychological defaults** that enter the real estate process when a big decision is on the line.
- Distinguish between **external stressors and clients' internal "houseguests"** that appear during negotiations
- Identify **behavioral tendencies** on both sides of a deal—before they become a problem
- Deploy tactical agreements and candid communication to **keep deals moving forward**
- Tap into compassion and **create lifelong clients**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



REAL ESTATE PROFESSIONALS

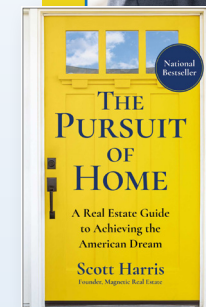
Turn Communication into Your Real Estate Superpower

Real estate agents misunderstand the primary friction point in every deal. It isn't their poor negotiation skills. It's poor communication. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, outlines a communication framework that cuts through the thorniest negotiation process. Real estate professionals will travel to the beating heart of every client interaction, explore what good communication looks like, and transform their client relationships—and their real estate business.



Takeaways

- **Master the first client meeting** with a framework for deeper trust and relationship building
- Discover proven techniques for couples and partners to **effectively align conflicting desires** before the purchase or sale process begins
- Eliminate misinterpretation and **focus on the signals** that lead directly to success
- Learn a communication framework designed to **achieve laser-like clarity**
- Turn a client's ambiguous wants into a **property magnet** that compels the right home, agent, and deal to find them



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.

TOPICS

ENTREPRENEURS



- Be the Magnet: Master Your Inner Game to Attract Massive Success in Business and Life
- Harness the Power of Emotional Intelligence in Your Business
- Turn Communication into Your Business Growth Superpower
- Transform your Clients from Deal Killers into Dream Clients



ENTREPRENEURS

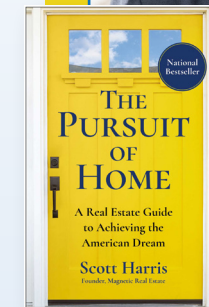
Be the Magnet: Master Your Inner Game to Attract Massive Success in Business and Life

Most salespeople misunderstand what “success” means, and in business, that misunderstanding leads to misalignment, burnout, and transactional thinking. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, breaks down the emotional, psychological, and cultural forces that shape how customers, clients and companies make the biggest decisions of their lives. Entrepreneurs will reconnect with purpose, elevate their client relationships, and build careers rooted in authenticity and long-term success.



Takeaways

- Discover the **archetypes** that drive every client’s behavior
- Uncover the **“emotional blueprint”** behind every sale
- Move clients—and yourself—from fear-based settling and regret to **possibility-based decisions** with proven strategies
- Transform complex transactions into clear, vision- and values-driven journeys using the **Magnetic Method™**
- Build a framework for a career that feels **fulfilling, sustainable, and human-centered**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott’s proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional, psychological, and even spiritual complexities of growing a client base, building a business, and the inner journey of the entrepreneur.



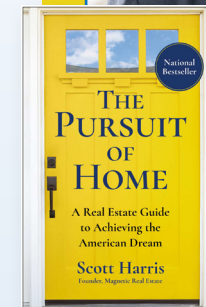
ENTREPRENEURS

Harness the Power of Emotional Intelligence in Your Business

Salespeople and entrepreneurs misunderstand why their deals break down. It's not over money or details, but a lack of emotional intelligence. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, unpacks the principles of decision-making and the dramatic impact of emotional mastery. Business owners and sales professionals will shift their perspective from transaction to collaboration, improve their client relationships, and build a sustainable referral business.

Takeaways

- Uncover the **“emotional blueprint”** that drives all client behavior
- Manage the conflicts **scientifically proven** to hijack sound decision-making
- Navigate successful high-stakes negotiations by being **kind rather than nice**
- Win more business with a **relational strategy**
- **Close more deals** as a coach first and transaction facilitator second



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional, psychological, and even spiritual complexities of growing a client base, building a business, and the inner journey of the entrepreneur.





ENTREPRENEURS

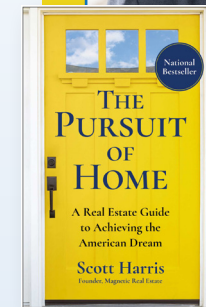
Turn Communication into Your Business Growth Superpower

Entrepreneurs misunderstand the primary friction point in every deal. It isn't their poor negotiation skills. It's poor communication. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, outlines a communication framework that cuts through the thorniest negotiation process. Entrepreneurs will travel to the beating heart of every client interaction, explore what good communication looks like, and transform their client relationships—and their business.



Takeaways

- **Master the first client** meeting with a framework for deeper trust and relationship building
- Discover proven techniques for decision-makers to **effectively align conflicting desires** before the purchase or sale process begins
- Eliminate misinterpretation and **focus on the signals** that lead directly to success
- Learn a communication framework designed to **achieve laser-like clarity**
- Turn a client's ambiguous wants into a **magnet** that compels the right deal to find them



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional, psychological, and even spiritual complexities of growing a client base, building a business, and the inner journey of the entrepreneur.



ENTREPRENEURS

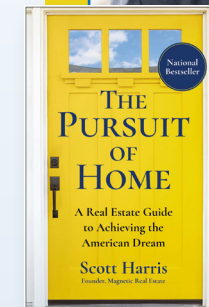
Transform your Clients from Deal Killers into Dream Clients

Salespeople and entrepreneurs misunderstand what keeps their clients from a successful outcome. It isn't the deal terms, the value, or the competition—it's often self-sabotage. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, explains the psychology of buying and selling from a veteran agent's perspective. Professionals will go into the minds of their clients, shift their attitude from frustration to compassion, and transform their business in the process.



Takeaways

- Recognize the **psychological defaults** that enter the sales cycle when a big decision is on the line
- Distinguish between **external stressors and clients' internal "demons"** that appear during negotiations
- Identify **behavioral tendencies** on both sides of a deal—before they become a problem
- Deploy tactical agreements and candid communication to **keep deals moving forward**
- Tap into compassion and **create lifelong clients**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional, psychological, and even spiritual complexities of growing a client base, building a business, and the inner journey of the entrepreneur.

TOPICS

HOME BUYERS



- Transform Your Life by Re-imagining What “Home” Truly Means
- Harness the Power of Emotional Intelligence to Find Your Dream Home
- Transform Your Home Search by Deciphering Your Decision-Making
- Eliminate Self-Sabotage and Find Your Dream Home
- Turn Communication into Your Real Estate Superpower



HOMEBUYERS

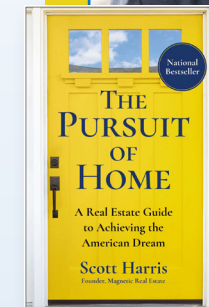
Transform Your Life by Re-Imagining What “Home” Truly Means

Most people misunderstand what “home” means, and in homebuying, that misunderstanding leads to misalignment, frustration, and regrets after the closing. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, breaks down the emotional, psychological, and cultural forces that shape how residential real estate buyers make the biggest decisions of their lives. Homebuyers will reconnect with their dreams and passions, elevate their personal relationships, and find homes rooted in their values and purpose.



Takeaways

- Discover the archetypes that drive every **homebuyer’s behavior**
- Uncover the **“emotional blueprint”** behind every purchase or sale
- Move yourself from fear-based decisions, settling and regret into courageous, **values-backed action with proven strategies**
- Transform a daunting, complex transaction into a clear, vision-driven journey using the **Magnetic Method™**
- Build a personalized framework for **finding a dream home** that feels nourishing, fulfilling, and far less stressful



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

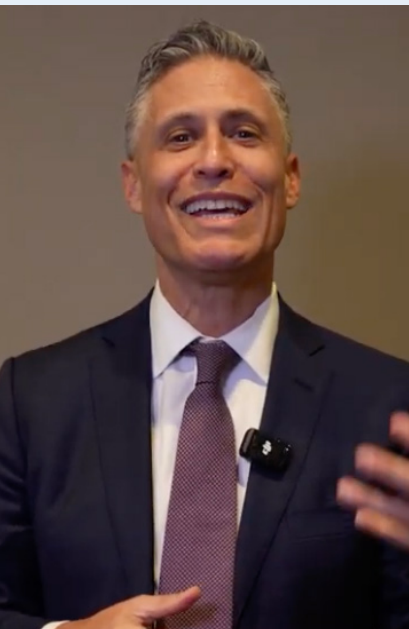
MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott’s proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer’s inner journey dictates their tangible success.



HOMEBUYERS

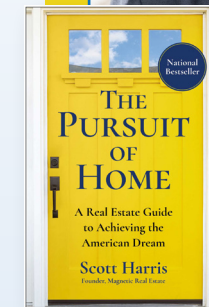
Harness the Power of Emotional Intelligence to Find Your Dream Home

Homebuyers misunderstand why their deals fall apart. It's not over money or details, but a lack of emotional mastery. Scott Harris, the bestselling author of his book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, unpacks the principles of decision-making and the dramatic impact of emotional mastery. Residential real estate buyers will shift their perspective from transaction to collaboration, improve their working and personal relationships, and find a home they love.



Takeaways

- Uncover the **“emotional blueprint”** that drives your buying behavior
- Change your **homebuying mindset** from transaction to relational
- Manage the internal conflicts scientifically proven to hijack sound **decision-making**
- Navigate successful high-stakes negotiations by being **kind rather than nice**
- Improve relationships, both in and out of the real estate journey, with an **emotionally intelligent communication strategy**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



HOMEBUYERS

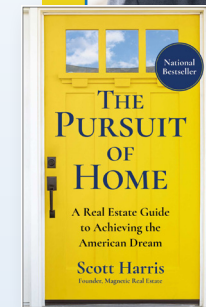
Transform Your Home Search by Deciphering Your Decision-Making

Homebuyers misunderstand why they tour ten houses that match their checklist and hate them all, only to fall in love with the eleventh house, which checks none of the boxes. You're not crazy; you're just unaware of your own psychology. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, unpacks the principles of decision-making. Residential real estate buyers will learn how little control they have over what they like, shift their perspective from frustration to intuition, and dramatically speed up their homebuying journey.



Takeaways

- Reveal why your **hardwired defaults** derail deals
- Break down **communication archetypes** and how you filter information, process stress, and make decisions
- Uncover the **emotional roots** of your home preferences and how to tap into them
- Gain insight into and clarity of your **true desires**
- Nurture the intuitive spark that leads to **attracting your dream home**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



HOMEBUYERS

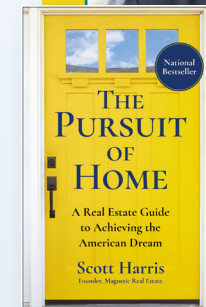
Eliminate Self-Sabotage and Find Your Dream Home

Buyers and sellers misunderstand what keeps them from a successful real estate outcome. It isn't the market, the rates, inventory or the competition—it's often self-sabotage. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, explains the psychology of real estate from a veteran agent's perspective. Residential real estate purchasers will explore their own behaviors, shift their attitude from frustration to compassion, and transform their homebuying experience.



Takeaways

- Recognize the **psychological defaults** that enter the real estate process when a big decision is on the line.
- Distinguish between **external stressors and the internal “houseguests”** that appear during negotiations
- Identify **problematic behaviors** on both sides of a deal—before they get in the way
- Deploy tactical agreements and candid communication to **keep deals moving forward**
- Tap into compassion and **find a home you love**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

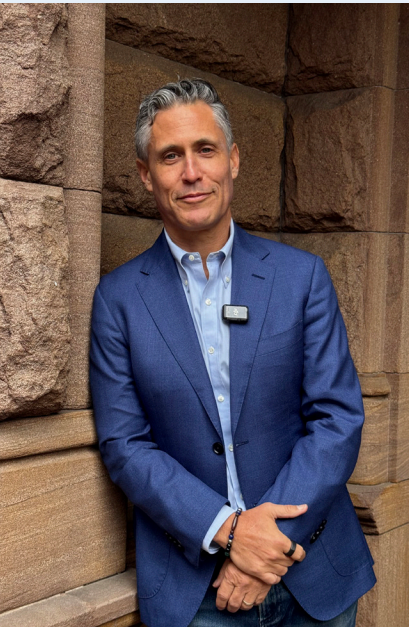
MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



HOMEBUYERS

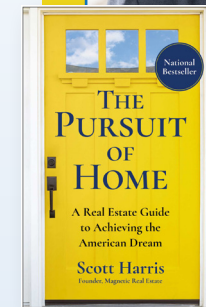
Turn Communication into Your Real Estate Superpower

Buyers and sellers misunderstand the primary friction point in every real estate deal. It isn't their poor negotiation skills. It's poor communication. Scott Harris, the bestselling author of *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, outlines a communication framework that cuts through the thorniest negotiation process. Residential real estate purchasers will travel to the beating heart of every real estate interaction, explore what good communication looks like, transform their homebuying experience—and find their dream homes more easily.



Takeaways

- Master the framework for **finding an agent** you can trust
- Discover proven techniques for couples and partners to **effectively align conflicting desires** before the purchase or sale process begins
- **Eliminate any miscommunication** with your “dream team” throughout the process
- Learn a framework designed to **achieve laser-like clarity** of your needs and wants
- Create a property magnet that attracts **the right home for you**



Scott Harris is a residential real estate expert, nationally-ranked top producer, and the founder of the boutique brokerage

MAGNETIC, who has negotiated \$2 billion in New York City real estate transactions since 2003. Drawing from Scott's proven four-step system, which he calls The Magnetic Method™ as found in his nationally bestselling book, *The Pursuit of Home: A Real Estate Guide to Achieving the American Dream*, he provides a powerful framework for navigating the emotional and transactional complexities of buying a home, redefining real estate as a relationship where the buyer's inner journey dictates their tangible success.



HIRE SCOTT HARRIS **FOR YOUR NEXT EVENT**

- Keynotes
- Conferences
- Retreats
- Workshops
- Leadership Gatherings
- Panels
- Team Events
- Private Engagements

**FOR MORE INFORMATION AND BOOKING INQUIRIES, VISIT:
[PURSUEYOURHOME.COM/SPEAKING](https://pursueyourhome.com/speaking)**