



August/September 2024

Skills to Spark a Great Career

Date	Time	Instructor	Class	Description
8/15/2024	10:30-4:30	Patrick	Boot Camp (Sellers Day)	Comprehensive Listing System
8/16/2024	10:30-4:30	Patrick	Boot Camp (Buyers Day)	Comprehensive Buyers System
8/19/2024	10:30-12:30	Patrick	Buyers Consultation	Buyer's Consultation Process
8/21/2024	10:30-12:30	Patrick	Opportunities & Docusign	Use Command & Docusign to Make & Receive Offers
8/22/2024	10:30-12:30	Patrick	Database & Database Prospection	Learn How to Generate Leads from Your SOI
8/26/2024	10:30-12:30	Jose F	Open House	Hold a High Level Open House to Generate Buyer Leads
8/28/2024	10:30-12:30	Beth & Tyler	Command Homescreen & Contacts	Learn to Navigate Command & Build Your Database
8/29/2024	10:30-11:30	Trish Spivey	Home Warranties	Learn How Home Warranties Can Protect Your Buyers & Protect You
8/30/2024	9:30-11:00	Leadership	Orientation	Learn About Your Office & Business Partners
9/4/2024	10:30-12:30	Beth & Tyler	Command Tasks, SmartPlans, Referrals	Streamline Your Business Using Command Tools
9/5/2024	10:30-1:30	Patrick	FAR/BAR As-Is Contract	Deep Dive Into The FAR/BAR As-Is Contract
9/9/2024	10:30-12:30	Joe/Amanda	Top Agents	Learn from Highly Successful Agents
9/11/2024	10:30-12:30	Beth & Tyler	Command Campaigns	Using the Command System to Communicate With Your Database
9/12/2024	10:30-12:30	Patrick	Listing Consultation	Perfect the Marketing Portion of Your Listing Value Proposition
9/16/2024	10:30-12:30	Patrick	CMA	Price Your Listing to Sell for the Most Amount of Money in the Shortest Amount of Time
9/18/2024	10:30-12:30	Tyler	Command Designs	Use Command to Create Eyepopping Marketing Materials
9/19/2024	10:30-12:30	Patrick	Contract to Close	Get Your Contract to Closing
9/23/2024	10:30-12:30	Patrick	Business Planning	Plan to CAP & beyond
9/24/2024	10:00-12:00	Winnie Rogers	Brand Awareness	Special Session
9/25/2024	10:00-12:00	Winnie Rogers	Brand Awareness	Special Session