



Skills to Spark a Great Career

November 2024

Date	Time	Instructor	Class	Description
11/4/2024	10:30-12:30	Patrick	Buyers Consultation	Buyer's Consultation Process
11/6/2024	10:30-12:30	Beth & Tyler	Command Designs & Agent Websites	Design Website & Marketing Materials Using Command
11/7/2024	10:30-12:30	Patrick	Database & Database Prospection	Learn How to Generate Leads from Your SOI
11/11/2024	10:30-12:30	Patrick	Open House	Hold a High Level Open House to Generate Buyer Leads
11/12/2024	9-10:30	ALL	Team Meeting	Monthly Team Meeting
11/13//2024	10:30-12:30	Beth & Tyler	Command Home Screen & Contacts	Streamline Your Business Using Command Tools
11/14/2024	10:30-1:30	Patrick	FAR/BAR As-Is	Deep Dive Into the FAR/BAR As-Is Contract
11/18/2024	10:30-12:30	Patrick	Listing Consultation	Perfect the Marketing Portion of Your Listing Value Proposition
11/20/2024	10:30-12:30	Tyler	Command Tasks, Smartplans & Referrals	Streamline Your Business Using Command Tools
11/21/2024	11:30-2:30	ALL	Thanksgiving Lunch	Thanksgiving Lunch
11/25/2024	10:30-12:30	Patrick	CMA	Price Your Listing to Sell for the Most Amount of Money in the Shortest Amount of Time