



Skills to Spark a Great Career

April 2025

Date	Time	Instructor	Class	Description
4/9/2025	10:30-4:30	Patrick	Boot Camp (Sellers Day)	Comprehensive Listing System
4/10/2025	10:30-4:30	Patrick	Boot Camp (Buyers Day)	Comprehensive Buyers System
4/14/2025	11:00-2:00	Lee Romano	FSBO & Expireds	Special Session Learn to prospect FSBO & Expired Listings.
4/15/2025	11:00-1:00	Everyone	EGG HUNT	Win Some Awesome Prizes at Our Adult Egg Hunt
4/16/2025	10:30-12:30	Patrick	Database & Database Prospection	Learn How to Generate Leads from Your SOI
4/17/2025	10:30-12:30	Beth	Command Homescreen & Contacts	Command Homescreen & Contacts
4/21/2025	No Class	No Class	Easter	Office is Closed in Observance of Easter
4/23/2025	10:30-12:30	Patrick	Buyers Consultation	Buyer's Consultation Process
4/24/2025	10:30-1:30	Patrick	FAR/BAR As-Is Contract	Deep Dive Into The FAR/BAR As-Is Contract
4/28/2025	10:30-12:30	Patrick	Listing Consultation	Perfect the Marketing Portion of Your Listing Value Proposition
4/30/2025	10:30-12:30	Karole Hart	Command Opportunities & Docusign	Use Command & Docusign to Make & Receive Offers
5/1/2025	10:30-12:30	Patrick	CMA	Price Your Listing to Sell for the Most Amount of Money in the Shortest Amount of Time
5/5/2025	10:30-12:30	Patrick	Listing Agreement	Deep Dive Into The FAR/BAR Listing Agreement
5/7/2025	10:30-12:30	Ron Taylor	Open House	Hold a High Level Open House to Generate Buyer Leads
5/8/2025	9:00-5:00	Everyone	RED DAY	Time to GIVE BACK to the Community
5/14/2025	10:30-12:30	Patrick	Contract to Close	Get Your Contract to Closing

