



Quarterly Curriculum

Q1 (January ~ February ~ March) 2018

All classes take place at 10 & 2 est.

Monday, January 8, 2018
Wednesday, January 10, 2018
Friday, January 12, 2018
Monday, January 15, 2018
Wednesday, January 17, 2018
Friday, January 19, 2018
Monday, January 22, 2018
Wednesday, January 24, 2018
Friday, January 26, 2018
Monday, January 29, 2018
Wednesday, January 31, 2018

Friday, February 2, 2018
Monday, February 5, 2018
Wednesday, February 7, 2018
Friday, February 9, 2018
Monday, February 19, 2018
Wednesday, February 21, 2018
Friday, February 23, 2018
Monday, February 26, 2018
Wednesday, February 28, 2018

Friday, March 2, 2018
Monday, March 5, 2018
Wednesday, March 7, 2018
Friday, March 9, 2018
Monday, March 12, 2018
Wednesday, March 14, 2018
Friday, March 16, 2018
Monday, March 26, 2018
Wednesday, March 28, 2018
Friday, March 30, 2018

Servicing Your Valuable Listing Inventory
Winning the Crucial Pricing Conversation
farming Fridays ~ Week 1: Your Geographic Farming Business Plan
Earn your Real Estate Staging Designation Part 1
Earn your Real Estate Staging Designation Part 2
Earn your Real Estate Staging Designation Part 3
Reno Worx ~ Become a Certified Renovation Realtor Part 1
Reno Worx ~ Become a Certified Renovation Realtor Part 2
farming Fridays ~ Week 2: Dissecting Your Farming Prospects
For Sale by Owners / EBOL
EBOL Implementation

farming Fridays ~ Week 3: Systemize Your Farm
DISC Personality Profiles Part 1 with Alex Szinegh
DISC Personality Profiles Part 2 with Alex Szinegh
farming Fridays ~ Week 4: Building a Community and Culture
Expired Listing Goldmine
Get all of your Expired Listing Materials
farming Fridays ~ Week 5: Prep for Holiday and School Season
Six Figure Secrets: An Introduction to Shark Feeding
Shark Feeding Rapid Fire Part 1

farming Fridays ~ Week 6: Annual Inventory Survey
Shark Feeding Rapid Fire Part 2
Shark Feeding Rapid Fire Part 3
farming Fridays ~ Week 7: Electronic Farming
Hyperlocal Part 1
Hyperlocal Part 2
farming Fridays ~ Week 8: Managing Your Distribution Team
Unique Selling Propositions
Adapting your USP Materials
farming Fridays ~ Week 9: Economies of Scale



Ask me about the NL² National Lunch and Learn League that takes place on the first Wednesday of each month at 12 noon.

January 3rd
February 7th
March 7th