



# Quarterly Curriculum

Q4 (October~November~December) 2017

All classes take place at 10 & 2 est.

Monday, October 2, 2017  
 Wednesday, October 4, 2017  
 Friday, October 6, 2017  
 Monday, October 9, 2017  
 Wednesday, October 11, 2017  
 Friday, October 13, 2017  
 Monday, October 23, 2017  
 Wednesday, October 25, 2017  
 Friday, October 27, 2017  
 Monday, October 30, 2017

Wednesday, November 1, 2017  
 Friday, November 3, 2017  
 Monday, November 6, 2017  
 Wednesday, November 8, 2017  
 Friday, November 10, 2017  
 Monday, November 13, 2017  
 Wednesday, November 15, 2017  
 Friday, November 17, 2017  
 Monday, November 27, 2017  
 Wednesday, November 29, 2017

Friday, December 1, 2017  
 Monday, December 4, 2017  
 Wednesday, December 6, 2017  
 Friday, December 8, 2017  
 Monday, December 11, 2017  
 Wednesday, December 13, 2017  
 Friday, December 15, 2017  
 Monday, December 18, 2017  
 Wednesday, December 20, 2017  
 Friday, December 22, 2017

Unique Selling Propositions  
 Adapting your USP Materials  
 Broker Only Forum: Your Administrator's Role  
 My Worx Suite: How to use the Listing Manager Step by Step An Introduction  
 My Worx Suite: How to use: Facebook App~Video Builder~Craig's List Loader~Agent Announce Step by Step  
 Broker Only Forum: Compressive Menu of Services  
 Earn your Real Estate Staging Designation Part 1  
 Earn your Real Estate Staging Designation Part 2  
 Broker Only Forum: Recruiting Productive Real Estate Agents  
 Earn your Real Estate Staging Designation Part 3

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Builders are Building Again! Earn, Earn, Earn  
 Using Builder Services to increase your earnings!  
 Earn Your Customer First Professional Designation Part 1  
 Earn Your Customer First Professional Designation Part 2  
 Earn Your Customer First Professional Designation Part 3  
 Build Your Bulletproof Listing Presentation  
 Personalize your own listing materials  
 Broker Only Forum: Orientation and Imprinting  
 Technology Driven Listing Presentation  
 How to Profit from Buyer Leads Next Year

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Broker Only Forum: Associate Satisfaction  
 A NEW Buyer Presentation and Strategy  
 Evolution of Efficiency  
 Broker Only Forum: Managing Agent Level Communication  
 Top 15 Sources of Business for next Year  
 Associate Level Business Planning  
 Broker Only Forum: Agent Awards and Recognition  
 Source of Business Charting  
 Associate Level Business Planning  
 Source of Business Charting



Ask me about the NL<sup>2</sup> National Lunch and Learn League that takes place on the first Wednesday of each month at 12 noon.

**October 4th**  
**November 1st**  
**December 6th**