



Quarterly Curriculum

Q4 October ~ November ~ December) 2018

All classes take place at 10 & 2 est.

Monday, October 1st 2018
 Wednesday, October 3rd 2018
 Friday, October 5th 2018
 Monday, October 15th 2018
 Wednesday, October 17th 2018
 Friday, October 19th 2018
 Monday, October 22nd 2018
 Wednesday, October 24th 2018
 Friday, October 26th 2018
 Monday, October 29th 2018
 Wednesday, October 31st 2018

Friday, November 2nd 2018
 Monday, November 5th 2018
 Wednesday, November 7th 2018
 Friday, November 9th 2018
 Monday, November 12th 2018
 Wednesday, November 14th 2018
 Friday, November 16th 2018
 Monday, November 19th 2018
 Wednesday, November 21st 2018
 Friday, November 23rd 2018

Monday, December 3rd 2018
 Wednesday, December 5th 2018
 Friday, December 7th 2018
 Monday, December 10th 2018
 Wednesday, December 12th 2018
 Friday, December 14th 2018
 Monday, December 17th 2018
 Wednesday, December 19th 2018
 Friday, December 21st 2018

Unique Selling Propositions
 Adapting your USP Materials
 farming Fridays Week 9: Economies of Scale
 Builders are Building Again! Earn, Earn, Earn
 Using Builder Services to increase your earnings!
 Broker Only Forum: Your Administrator's Role
 My Worx Suite: 101
 My Worx Suite: 102
 Broker Only Forum: Recruiting Productive Real Estate Agents
 Earn your Real Estate Staging Designation Part 1
 Earn your Real Estate Staging Designation Part 2

Earn your Real Estate Staging Designation Part 3
 A NEW Buyer Presentation and Strategy
 Technology Driven Listing Presentation
 Broker Only Forum: Orientation and Imprinting
 Earn Your Pet Friendly Real Estate Agent Designation
 How to Profit from Buyer Leads Next Year
 Broker Only Forum: Associate Satisfaction
 Earn Your Customer First Professional Designation Part 1
 Earn Your Customer First Professional Designation Part 2
 Earn Your Customer First Professional Designation Part 3

The Power of Proper Written Goals
 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 NL² National Lunch and Learn League that takes place on the first Wednesday of each month at 12 noon.

October 3rd
November 7th
December 5th