

Quarterly Curriculum

Q2 (April ~ May ~ June) 2019

All classes take place at 10 & 2 EST.

Monday, April 1 2019
Wednesday, April 3 2019

Friday, April 5th 2019
Monday, April 8th 2019
Wednesday, April 10th 2019
Friday, April 12th 2019
Monday, April 15 2019
Wednesday, April 17th 2019
Friday, April 19th 2019
Monday, April 29 2019

Wednesday, May 1st 2019
Friday, May 3rd 2019
Monday, May 6th 2019
Wednesday, May 8th 2019
Friday, May 10th 2019
Monday, May 13th 2019
Wednesday, May 15th 2019
Friday, May 17th 2019
Monday, May 20th 2019
Wednesday, May 22nd 2019
Friday, May 24th 2019

Monday, June 3rd 2019
Wednesday June 5th 2019
Friday, June 7th 2019
Monday, June 10th 2019
Wednesday June 12th 2019
Friday, June 14th 2019
Monday, June 24th 2019
Wednesday June 26th 2019
Friday, June 28th 2019

A NEW Buyer Presentation and Strategy
Technology Driven Listing Presentation
Farming Fridays ~ Week 3: Build your Brand around neighborhood culture using annual events
Become a Certified Renovation Real Estate Professional Part 1
Become a Certified Renovation Real Estate Professional Part 2
Farming Fridays Week 4: In with the old and in with the new
Source of Business Charting
Associate Level Business Planning
Farming Fridays Week 5: Managing Your Distribution Team
Floyd Wickman~Charateristics of Top Producers

Floyd Wickman~Goals of Top Producers
Farming Fridays Week 6: Economies of Scale
Earn your Real Estate Staging Designation Part 1
Earn your Real Estate Staging Designation Part 2
Earn your Real Estate Staging Designation Part 3
The Power of Proper Written Goals
Evolution of Efficiency
Broker Only Forum: Your Administrator's Role
Earn Your Customer First Professional Designation Part 1
Earn Your Customer First Professional Designation Part 2
Earn Your Customer First Professional Designation Part 3

Six Figure Secrets: *An Introduction to Shark Feeding*
Shark Feeding Rapid Fire Part 1
Book Club: E Myth Revisited
Shark Feeding Rapid Fire Part 2
Shark Feeding Rapid Fire Part 3
Broker Only Forum: Recruiting Productive Real Estate Agents
Expired Listing Goldmine
Get all of your Expired Listing Materials
Broker Only Forum: New Hire Orientation



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

April 3rd
May 1st
June 5th