

# SUCCESS AT THE TOP

## 8 WEEK TRAINING SCHEDULE

All sessions are held Tuesdays between 1:00pm to 4:00pm.

Please register with your respective Branch location or email [classroom@remaxwest.net](mailto:classroom@remaxwest.net)

**DATE:** Tuesday September 8, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **RE/MAX Mainstreet and Design Centre**

Utilize Mainstreet the right way! Learn how to create personalized DVD's, Post Cards, Flyers, Newsletters... easy and fast!

**DATE:** Tuesday September 15, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Working with Your Real Webleads Website**

Learn about the many upgrades provided to you with your RE/MAX West personal website, including your own personal online print demand marketing system, blogging, cold call, DO NOT Call List and followup wizard and much more!

**DATE:** Tuesday September 22, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Goal Setting & Understanding Your Business**

A program designed to help you with the structure and discipline required in order for you to reach your predetermined earnings target and a prospecting techniques designed to give you all of the "prospecting language" you need to turn your contacts into \$\$\$\$. Whether you are warm calling, cold calling, door knocking or farming, this program will be an integral part of your success!

**DATE:** Tuesday September 29, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Prospecting and Reviewing Your Goals**

A program designed to help you with the structure and discipline required in order for you to reach your predetermined earnings target and a prospecting techniques designed to give you all of the "prospecting language" you need to turn your contacts into \$\$\$\$. Whether you are warm calling, cold calling, door knocking or farming, this program will be an integral part of your success!

**DATE:** Tuesday October 6, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Listing Presentation & Prospecting Activity Followup**

Designed to help you walk out with the Listing ... not your competitor! We provide you with a completed powerpoint listing presentation and the dialogue for delivery to your clients.

**DATE:** Tuesday October 13, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Holding Open Houses, Writing Effective Ads & Negotiating Techniques & Followup on Prospect Activity**

How to conduct an Open House to maximize your Buyer-Client relationships. Learn the secrets of pre-open house and post open house "Revenue Generating" activities! Learn the art of successful negotiation and possess the skills of a winning negotiator!

**DATE:** Tuesday October 20, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Buyer Agency Presentation & Followup on Prospecting Activity**

Many of us have difficulty with getting the agreement signed... learn how to properly explain how and why this is beneficial to the client, handle their objections and close for the signature.

**DATE:** Tuesday October 27, 2009

**TRAINER:** Lori Wald

**TIME:** 1:00 PM - 4:00 pm

**TOPIC:** **Time Management & Writing Offers to Protect Your Client**

A look at how you are spending your time and your time management effectiveness. Learn to protect your clients. You will be asked to create an offer based on a listing provided to your and limited information from your "Client". (We will critique these the same day)

**GRADUATION**