

# November 2008

November 2008							December 2008						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
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2	3	4	5	6	7	8	7	8	9	10	11	12	13
9	10	11	12	13	14	15	14	15	16	17	18	19	20
16	17	18	19	20	21	22	21	22	23	24	25	26	27
23	24	25	26	27	28	29	28	29	30	31			
30													

Monday	Tuesday	Wednesday	Thursday	Friday
November 3	4	5	6	7
	1:00pm *Zipforms Basics (Lujan)	9:00am Your Plan For Success	11:00am Executive Edge: Contact Manager 1:00pm *Starting Your Business & Vision for the Future	
10	11	12	13	14
9:00am Prospecting: Creating Clients For Life & Geographic Area of Influence	9:00am Prospecting: Open Houses (Meacham)		8:30am New Associates Training (Human Resources) 1:00pm *Preparing The Listing Contract Like A Pro	
17	18	19	20	21
9:00am *Practical use of the Purchase Contract 1:00pm Flex MLS Training (Lujan)	9:00am Prospecting: Unrepresented Seller (Cleveland) 10:30am Basics for REO & Short Sale Listings (Cleveland) 1:00pm Realty Executives Websites 2:00pm Web Marketing		11:00am Executive Edge: Contact Manager 1:00pm *Contract Basics - 3 R.E. HRS. (Broker/Young)	
24	25	26	27	28
9:00am Intro to Listing Presentation/ Time Management 1:00pm Escrow Process 3:00pm Transaction Coordination	9:00am Home Inspections/BINSR 1:00pm *Staging, SPDS, Agency & LSR	9:00am *Handling Objections (Meacham) 1:00pm Presenting Your Listing Presentations		