

December 2008

December 2008							January 2009						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
	1	2	3	4	5	6					1	2	3
7	8	9	10	11	12	13	4	5	6	7	8	9	10
14	15	16	17	18	19	20	11	12	13	14	15	16	17
21	22	23	24	25	26	27	18	19	20	21	22	23	24
28	29	30	31				25	26	27	28	29	30	31

Monday	Tuesday	Wednesday	Thursday	Friday
December 1	2	3	4	5
			Quarterly Event Location: Cine Capri	
8	9	10	11	12
9:00am Your Plan For Success 1:00pm *Starting Your Business & Vision for the Future	9:00am Prospecting: Creating Clients For Life 1:00pm *Prospecting: Geographic Area of Influence		8:30am New Associates Training (Human Resources) 1:00pm Prospecting: Open Houses (Meacham)	
15	16	17	18	19
9:00am *Preparing The Listing Contract Like A Pro 1:00pm Realty Executives Websites 2:00pm Promote Yourself	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)		
22	23	24	25	26
9:00am *Effective Listing Presentation (Russell) 1:00pm Intro to Listing Presentation/ Time Management	9:00am Home Inspections/BINSR 1:00pm Escrow Process 3:00pm Transaction Coordination			
29	30	31		
9:00am Virtual Tours 10:00am Home Warranty 11:00am Web Marketing 1:00pm Presenting Your Listing Presentations	9:00am *Staging, SPDS, Agency & LSR 1:00pm *Handling Objections (Meacham)			

* = Real Estate Credit Hours(3)