

January 2009

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

Monday	Tuesday	Wednesday	Thursday	Friday
			January 1, 2009	2
5	6	7	8	9
12	13	14	15	16
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			9:00am Prospecting: Open Houses (Meacham) 1:00pm Escrow Process 3:00pm Transaction Coordination
19	20	21	22	23
9:00am Basics for REO & Short Sale Listings (Cleveland) 10:30am Prospecting: Unrepresented Seller (Cleveland) 1:00pm Intro to Listing Presentation/ Time Management	9:00am *Effective Listing Presentation (Russell) 1:00pm *Preparing The Listing Contract Like A Pro	9:00am *Practical use of the Purchase Contract 1:00pm Flex MLS Training (Lujan)		9:00am Virtual Tours 10:00am Home Warranty 11:00am Web Marketing 1:00pm Realty Executives Websites 2:00pm Promote Yourself
26	27	28	29	30
9:00am Home Inspections/BINSR 1:00pm Presenting Your Listing Presentations	9:00am *Staging, SPDS, Agency & LSR 1:00pm *Handling Objections (Meacham)			

* = Real Estate Credit Hours(3)