

Q3 JULY
AUGUST
SEPTEMBER

2022



WORX

FRIDAY, JULY 1

Broker Only Forum: New Hire Orientation

MONDAY, JULY 11

Become a Certified Renovation Real Estate Professional

WEDNESDAY, JULY 13

Cash2keys REALTOR® Certification

FRIDAY, JULY 15

Broker Only Forum: Managing Associate Satisfaction

MONDAY, JULY 18

Every By Owner Lists

WEDNESDAY, JULY 20

EBOL Implementation

FRIDAY, JULY 22

Broker Only Forum: Managing Agent Level Communication

MONDAY, JULY 25

Earn Your Pet Friendly Real Estate Agent Designation

WEDNESDAY, JULY 27

Six Figure Secrets: An Introduction to Shark Feeding

FRIDAY, JULY 29

Broker Only Forum: Agent Awards & Recognition

MONDAY, AUGUST 1

Shark Feeding Rapid Fire: Part 1

WEDNESDAY, AUGUST 3

Shark Feeding Rapid Fire: Part 2

FRIDAY, AUGUST 5

Shark Feeding Rapid Fire: Part 3

MONDAY, AUGUST 15

Earn your Real Estate Staging Designation: Part 1

WEDNESDAY, AUGUST 17

Earn your Real Estate Staging Designation: Part 2

FRIDAY, AUGUST 19

Farming Fridays - Week 1:

Your Geographic Farming Business Plan

MONDAY, AUGUST 22

Earn your Real Estate Staging Designation: Part 3

WEDNESDAY, AUGUST 24

Absentee Owner Systems

FRIDAY, AUGUST 26

Farming Fridays - Week 2: Dissecting Your Farming Prospects

MONDAY, AUGUST 29

Builder Worx

WEDNESDAY, AUGUST 31

Open House Worx

FRIDAY, SEPTEMBER 2

Farming Fridays - Week 3: Build your Brand Around
Neighborhood Culture Using Annual Events

MONDAY, SEPTEMBER 12

312% Triple Your Income With a Personal Assistant!

WEDNESDAY, SEPTEMBER 14

How to Effectively Manage Your PA Toward Production & Revenue

FRIDAY, SEPTEMBER 16

Farming Fridays Week 4: In with the old and in with the new

MONDAY, SEPTEMBER 19

The Language of Lead Conversion: What do the best RE agents
say when they get a buyer on the phone

WEDNESDAY, SEPTEMBER 21

Don't Waste your time, Gain buyers Loyalty

FRIDAY, SEPTEMBER 23

Farming Fridays Week 5: Managing Your Distribution Team

MONDAY, SEPTEMBER 26

Unique Selling Propositions

WEDNESDAY, SEPTEMBER 28

Adapting your USP Materials

FRIDAY, SEPTEMBER 30

Farming Fridays Week 6: Economies of Scale