

Q2 APRIL
MAY
JUNE

2021



WORX

FRIDAY, APRIL 2	Take 10 Listings Orientation 1
MONDAY, APRIL 12	Servicing Your Valuable Listing Inventory
WEDNESDAY, APRIL 14	Winning the Crucial Pricing Conversation
FRIDAY, APRIL 16	Take 10 Listings: Week 1
MONDAY, APRIL 19	Consumer Credit Expert Certification: Part 1
WEDNESDAY, APRIL 21	Consumer Credit Expert Certification: Part 2
FRIDAY, APRIL 23	Take 10 Listings: Week 2
MONDAY, APRIL 26	Builder Worx
WEDNESDAY, APRIL 28	Open House Worx
FRIDAY, APRIL 30	Take 10 Listings: Week 3
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MONDAY, MAY 10	Richard Flint: "The Power to Be"
WEDNESDAY, MAY 12	Richard Flint: "The Power to Get Back Up"
FRIDAY, MAY 14	Take 10 Listings: Week 4
MONDAY, MAY 17	Unique Selling Propositions
WEDNESDAY, MAY 19	Adapting your USP Materials
FRIDAY, MAY 21	Take 10 Listings: Week 5
MONDAY, MAY 22	DISC Personality Profiles: Part 1
WEDNESDAY, MAY 24	DISC Personality Profiles: Part 2
FRIDAY, MAY 26	Take 10 Listings: Week 6
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MONDAY, JUNE 7	Earn Your Customer First Professional Designation: Part 1
WEDNESDAY, JUNE 9	Earn Your Customer First Professional Designation: Part 2
FRIDAY, JUNE 11	Earn Your Customer First Professional Designation: Part 3
MONDAY, JUNE 14	Floyd Wickman: Characteristics of Top Producers
WEDNESDAY, JUNE 16	Floyd Wickman: Goals of Top Producers
FRIDAY, JUNE 18	Broker Only Forum: Your Administrator's Role
MONDAY, JUNE 21	Expired Listing Goldmine
WEDNESDAY, JUNE 23	Get all of Your Expired Listing Materials
FRIDAY, JUNE 25	Broker Only Forum: Recruiting Productive Real Estate Agents
MONDAY, JUNE 28	How to Turn a \$10 Facebook Ad into \$10,000
WEDNESDAY, JUNE 30	Become a Listing Magnet