

**Q2** APRIL  
MAY  
JUNE

2023



**WORX**

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<b>MONDAY, APRIL 3</b>	BNI Buster
<b>WEDNESDAY, APRIL 5</b>	By Referral Only
<b>FRIDAY, APRIL 7</b>	Take 10 Listings: Week 1
<b>MONDAY, APRIL 10</b>	Consumer Credit Expert Certification: Part 1
<b>WEDNESDAY, APRIL 12</b>	Consumer Credit Expert Certification: Part 2
<b>FRIDAY, APRIL 14</b>	Take 10 Listings: Week 2
<b>MONDAY, APRIL 24</b>	Builder Worx
<b>WEDNESDAY, APRIL 26</b>	Open House Worx
<b>FRIDAY, APRIL 28</b>	Take 10 Listings: Week 3

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<b>MONDAY, MAY 8</b>	Richard Flint: "The Power to Be"
<b>WEDNESDAY, MAY 10</b>	Richard Flint: "The Power to Get Back Up"
<b>FRIDAY, MAY 12</b>	Take 10 Listings: Week 4
<b>MONDAY, MAY 15</b>	Unique Selling Propositions
<b>WEDNESDAY, MAY 17</b>	Adapting your USP Materials
<b>FRIDAY, MAY 19</b>	Take 10 Listings: Week 5
<b>MONDAY, MAY 22</b>	DISC Personality Profiles: Part 1
<b>WEDNESDAY, MAY 24</b>	DISC Personality Profiles: Part 2
<b>FRIDAY, MAY 26</b>	Take 10 Listings: Week 6

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<b>MONDAY, JUNE 5</b>	Earn Your Customer First Professional Designation: Part 1
<b>WEDNESDAY, JUNE 7</b>	Earn Your Customer First Professional Designation: Part 2
<b>FRIDAY, JUNE 9</b>	Earn Your Customer First Professional Designation: Part 3
<b>MONDAY, JUNE 12</b>	Floyd Wickman: Characteristics of Top Producers
<b>WEDNESDAY, JUNE 14</b>	Floyd Wickman: Goals of Top Producers
<b>FRIDAY, JUNE 16</b>	Broker Only Forum: Your Administrator's Role
<b>MONDAY, JUNE 26</b>	Expired Listing Goldmine
<b>WEDNESDAY, JUNE 28</b>	Get all of Your Expired Listing Materials
<b>FRIDAY, JUNE 30</b>	Broker Only Forum: Recruiting Productive Real Estate Agents