

**Q3** JULY  
AUGUST  
SEPTEMBER

2023



**WORX**

<b>MONDAY, JULY 10</b>	Broker Only Forum: New Hire
<b>WEDNESDAY, JULY 12</b>	Become a Certified Renovation Real Estate Professional
<b>FRIDAY, JULY 14</b>	AnnieMac Cash2Keys REALTOR® Certification
<b>MONDAY, JULY 17</b>	Broker Only Forum: Managing Associate Satisfaction
<b>WEDNESDAY, JULY 19</b>	Every By Owner Lists
<b>FRIDAY, JULY 21</b>	EBOL Implementation
<b>MONDAY, JULY 24</b>	Broker Only Forum: Managing Agent Level Communication
<b>WEDNESDAY, JULY 26</b>	Your Pet Friendly Real Estate Agent Designation
<b>FRIDAY, JULY 28</b>	Six Figure Secrets: An Introduction to Shark Feeding
<b>MONDAY, JULY 31</b>	Broker Only Forum: Agent Awards & Recognition
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<b>WEDNESDAY, AUGUST 2</b>	Shark Feeding Rapid Fire: Part 1
<b>FRIDAY, AUGUST 4</b>	Shark Feeding Rapid Fire: Part 2
<b>MONDAY, AUGUST 7</b>	Shark Feeding Rapid Fire: Part 3
<b>MONDAY, AUGUST 14</b>	Earn your Real Estate Staging Designation: Part 1
<b>WEDNESDAY, AUGUST 16</b>	Earn your Real Estate Staging Designation: Part 2
<b>FRIDAY, AUGUST 18</b>	Earn your Real Estate Staging Designation: Part 3
<b>MONDAY, AUGUST 21</b>	Farming Fridays - Week 1: Your Geographic Farming Business Plan
<b>WEDNESDAY, AUGUST 23</b>	Absentee Owner Systems
<b>FRIDAY, AUGUST 25</b>	Farming Fridays - Week 2: Dissecting Your Farming Prospects
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<b>FRIDAY, SEPTEMBER 1</b>	Farming Fridays - Week 3: Build your Brand Around Neighborhood Culture using Annual Events
<b>MONDAY, SEPTEMBER 11</b>	312% Triple Your Income with a Personal Assistant!
<b>WEDNESDAY, SEPTEMBER 13</b>	How to Effectively Manage Your PA Toward Production & Revenue
<b>FRIDAY, SEPTEMBER 15</b>	Farming Fridays - Week 4: In with the Old and in with the New
<b>MONDAY, SEPTEMBER 18</b>	The Language of Lead Conversion: What do the Best RE Agents say When they Get a Buyer on the Phone
<b>WEDNESDAY, SEPTEMBER 20</b>	Don't Waste Your Time, Gain Buyers Loyalty
<b>FRIDAY, SEPTEMBER 22</b>	Farming Fridays - Week 5: Managing Your Distribution Team
<b>MONDAY, SEPTEMBER 25</b>	Unique Selling Propositions
<b>WEDNESDAY, SEPTEMBER 27</b>	Adapting your USP Materials
<b>FRIDAY, SEPTEMBER 29</b>	Farming Fridays Week 6: Economies of Scale