

Q4 OCTOBER
NOVEMBER
DECEMBER

2023



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MONDAY, OCTOBER 2	Canva For Beginners: The Starting Guide for REALTORS®
WEDNESDAY, OCTOBER 4	The National Lunch and Learn League Event: BNI BUSTER
FRIDAY, OCTOBER 6	Fitzpatrick Formula: Week 1
MONDAY, OCTOBER 16	An Organized Presentation of Compelling Arguments to List Homes
WEDNESDAY, OCTOBER 18	The Complete Listing Kit
FRIDAY, OCTOBER 20	Fitzpatrick Formula: Week 2
MONDAY, OCTOBER 23	DISC Personality Profiles: Part 1
WEDNESDAY, OCTOBER 25	DISC Personality Profiles: Part 2
FRIDAY, OCTOBER 27	Fitzpatrick Formula: Week 3
MONDAY, OCTOBER 30	Expired Listing Goldmine
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WEDNESDAY, NOVEMBER 1	The National Lunch and Learn League Event: By Referral Only
FRIDAY, NOVEMBER 3	Get all of your Expired Listing Materials
MONDAY, NOVEMBER 6	Fitzpatrick Formula: Week 4
WEDNESDAY, NOVEMBER 8	Fitzpatrick Formula: Week 5
FRIDAY, NOVEMBER 10	Fitzpatrick Formula: Week 6
MONDAY, NOVEMBER 13	Real Estate Staging Designation: Part 1
WEDNESDAY, NOVEMBER 15	Real Estate Staging Designation: Part 2
FRIDAY, NOVEMBER 17	Real Estate Staging Designation: Part 3
MONDAY, NOVEMBER 27	Financial Wellness for Real Estate Pros
WEDNESDAY, NOVEMBER 29	Evolution of Efficiency
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FRIDAY, DECEMBER 1	How to Profit from Buyer Leads Next Year
MONDAY, DECEMBER 4	By Referral Only
WEDNESDAY, DECEMBER 6	The National Lunch and Learn League Event: Business Planning
FRIDAY, DECEMBER 8	The Power of Proper Written Goals
MONDAY, DECEMBER 11	Financial Wellness for Real Estate Pros
WEDNESDAY, DECEMBER 13	Evolution of Efficiency
FRIDAY, DECEMBER 15	Top 15 Sources of Business for Next Year
MONDAY, DECEMBER 18	Business Planning
WEDNESDAY, DECEMBER 20	Source of Business Charting
FRIDAY, DECEMBER 22	The Power of Proper Written Goals