



EXIT REALTY'S LIVE/INTERACTIVE TRAINING APRIL 2010 Schedule

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: (APRIL 19TH - APRIL 23RD)

HANDOUTS FOR **SPECIALTY AND PRO TOUR PROGRAMS** CAN BE DOWNLOADED FROM
www.LiveInteractiveTraining.com ASK OFFICE ADMINISTRATOR FOR A COPY!

DAY	DATE	PROGRAM	TOPIC	DESCRIPTION/ PRESENTER	START TIME (By Time Zone)			
					East	Central	Mountain	Pacific
Mon	APR 19th	FAStTRAC	Objection Handling	Module #7 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		STAR TRAC	HOW TO SPONSOR 'NEW' AGENTS INTO EXIT!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Tue	APR 20th	FAStTRAC	Objection Handling	Module #7 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS/MANAGERS	HOW TO PROMOTE/HOST/FOLLOW-UP CAREER NIGHT!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Wed	APR 21st	FAStTRAC	Closing Techniques	Module #8 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	HOW TO SURVIVE & THRIVE IN ANY MARKET!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Thur	APR 22d	FAStTRAC (AM)	Negotiating Techniques	Module #8 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		STAR TRAC	HOW TO CONSISTENTLY LIST, LIST, LIST!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Fri	APR 23rd	FAStTRAC COACHING	<u>OVERVIEW</u> : FOR AGENTS & BROKERS!		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		STAR TRAC	HOW TO PROMOTE/HOST/FOLLOW-UP OPEN HOUSE!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Wed	APR 28th	FAStTRAC COACHING	<u>ORIENTATION</u> : BY INVITATION ONLY!		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
LEGEND:		FAStTRAC	CAREER NIGHT!	ORIENTATION: COACHING	BROKERS & MANAGERS ONLY!			
		STAR TRAC	<u>OVERVIEW</u> : FAStTRAC COACHING		TRENDSETTERS	PRO TOUR/SPECIALTY		