



EXIT REALTY'S LIVE/INTERACTIVE TRAINING AUGUST 2010 Schedule

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: (AUGUST 23RD - AUGUST 27TH)

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	AUG 23rd	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 CONSISTENTLY LIST, LIST, LIST!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Tue	AUG 24th	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	\$50G LISTING & SALES PROMOTION STRATEGY		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Wed	AUG 25th	FAStTRAC	Closing Techniques	Module #8 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		STAR TRAC	HOW TO SURVIVE & THRIVE IN ANY MARKET!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Thur	AUG 26th	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 SPONSOR 'NEW' AGENTS INTO EXIT!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Fri	AUG 27th	FAStTRAC COACHING	<u>OVERVIEW</u> : FOR AGENTS & BROKERS!		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS/MANAGERS	HOW TO PROMOTE AND HOST CAREER NIGHTS!		1:00 P.M.	12:00 P.M.	11:00 P.M.	10:00 A.M.
TO BE ANNOUNCED		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!	<u>ORIENTATION</u> : COACHING		BROKERS & MANAGERS ONLY!		
		STAR TRAC	<u>OVERVIEW</u> : FAStTRAC COACHING		TRENDSETTERS		PRO TOUR/SPECIALTY	