

EXIT REALTY'S
LIVE/INTERACTIVE TRAINING
AUGUST 2009 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: AUGUST 24th - AUGUST 28th

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	START TIME (By Time Zone)			
					East	Central	MTN	PACIFIC
Mon	Aug. 24	FAStTRAC (AM)	<i>Objection Handling</i>	Module #7 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	<i>NETWORKING/FARMING</i>	Module #2 (Part 3)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #7 (PART 1) <u>OR</u> MODULE #2 (PART 3) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Tue	Aug. 25	FAStTRAC (AM)	<i>Objection Handling</i>	Module #7 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	<i>HANDLING THE TELEPHONE</i>	Module #3	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #7 (PART 2) <u>OR</u> MODULE #3 VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Wed	Aug. 26	FAStTRAC (AM)	<i>Closing Techniques</i>	Module #8 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	<i>Appraising Buyers</i>	Module #4 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #8 (PART 1) <u>OR</u> MODULE #4 (PART 1) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Thur	Aug. 27	FAStTRAC (AM)	<i>Closing Techniques</i>	Module #8 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	<i>Appraising Buyers</i>	Module #4 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #8 (PART 2) <u>OR</u> MODULE #4 (PART 2) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Fri	Aug. 28	PRO TOUR/SPECIALTY	<i>LEARN TO LISTEN...LISTEN TO LEARN!</i>		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	<i>SPONSORING WORKSHOP</i>		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
LEGEND:	FAStTRAC (AM)	FAStTRAC (PM)	FAStTRAC (NIGHT) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
	PRO TOUR/SPECIALTY	CAREER NIGHT!	BROKERS & AGENTS		BROKERS & MANAGERS ONLY!			