

**EXIT REALTY'S**  
**LIVE/INTERACTIVE TRAINING**  
**DECEMBER 2008 SCHEDULE**  
 (ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

**WEEK #2: DECEMBER 15th - DECEMBER 19th**

HANDOUTS FOR **SPECIALTY AND PRO TOUR PROGRAMS** CAN BE DOWNLOADED FROM  
[www.LiveInteractiveTraining.com](http://www.LiveInteractiveTraining.com). ASK OFFICE ADMINISTRATOR FOR A COPY!

DAY	DATE	PROGRAM	TOPIC	DESCRIPTION	START TIME (By Time Zone)			
					East	Central	MTN	PACIFIC
Mon	DEC. 15	<b>SPECIALTY HOW TO SURVIVE AND THRIVE...</b>		RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>FASTTRAC (LATE PM)</b>	<i>Objection Handling</i>	Module #7 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<b>FASTTRAC (EARLY PM)</b>	<i>NETWORKING/FARMING</i>	Module #2 (Part 3)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Tue	DEC. 16	<b>SPECIALTY PERSONALITY INSIGHTS</b>		RUSS STARNER (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>FASTTRAC (LATE PM)</b>	<i>Objection Handling</i>	Module #7 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<b>FASTTRAC (EARLY PM)</b>	<i>HANDLING THE TELEPHONE</i>	Module #3	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Wed	DEC. 17	<b>SPECIALTY SPONSORING</b>		RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>FASTTRAC (LATE PM)</b>	<i>Closing Techniques</i>	Module #8 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<b>FASTTRAC (EARLY PM)</b>	<i>Appraising Buyers</i>	Module #4 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Thur	DEC. 18	<b>SPECIALTY EXIT'S PERSONALIZED LAPTOP PRESENTATION</b>			11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>FASTTRAC (LATE PM)</b>	<i>Closing Techniques</i>	Module #8 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<b>FASTTRAC (EARLY PM)</b>	<i>Appraising Buyers</i>	Module #4 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Fri	DEC. 19	<b>NO CLASSES!</b>						
		<b>HAPPY HOLIDAYS!</b>						
		<b>TRAINING RESUMES MONDAY JANUARY 12, 2009</b>						
		<b>FASTTRAC (EARLY PM)</b>	<b>SPECIALTY / PRO TOUR PROGRAMS</b>			<b>BROKER TRAINING</b>		
		<b>FASTTRAC (LATE PM)</b>	<b>BROKERS AND AGENTS</b>			<b>CAREER NIGHT</b>		