



EXIT REALTY'S LIVE/INTERACTIVE TRAINING **DECEMBER 2009 SCHEDULE** (ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: DEC 7th - DEC 11th

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	DEC 7th	FAStTRAC (AM)	Objection Handling	Module #7 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	LEARN TO LISTEN...LISTEN TO LEARN!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #2 (PART 3) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738 (Call Before 6:00PM ET)					
Tue	DEC 8th	FAStTRAC (AM)	Objection Handling	Module #7 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	OPEN HOUSES THAT WORK!		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #3 VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738 (Call Before 6:00PM ET)					
Wed	DEC 9th	FAStTRAC (AM)	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	SPONSORING WORKSHOP		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #4 (PART 1) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738 (Call Before 6:00PM ET)					
Thur	DEC 10th	FAStTRAC (AM)	Negotiating	Module #8 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	EXIT ANSWER MAN® QUESTION & ANSWER SESSION		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #4 (PART 2) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738 (Call Before 6:00PM ET)					
Fri	DEC 11th	BROKERS/MANAGERS	HOW TO PROMOTE & HOST A SUCCESSFUL CAREER NIGHT		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
LEGEND:	FAStTRAC (AM)		CAREER NIGHT!		BROKERS & AGENTS		BROKERS & MANAGERS ONLY!	
	PRO TOUR/SPECIALTY		FAStTRAC (NIGHT) Available VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738 (Call Before 6:00PM ET)					