



EXIT REALTY'S LIVE/INTERACTIVE TRAINING FEBRUARY 2010 Schedule

REVISED 2/12/10

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: (FEB 22ND - FEB 26TH)

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	Feb. 22	FAStTRAC	<i>Objection Handling</i>	Module #7 (Part 1)	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.
Tue	Feb. 23	FAStTRAC	<i>Objection Handling</i>	Module #7 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS/MANAGERS	THE \$50G EXIT STRATEGY		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Wed	Feb. 24	FAStTRAC	<i>Closing Techniques</i>	Module #8 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR/SPECIALTY	THE SPONSORING WORKSHOP		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Thur	Feb. 25	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.
		PRO TOUR/SPECIALTY	THE ANSWER MAN® (AGENT Q & A SESSION)		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Fri	Feb. 26	FAStTRAC COACHING	OVERVIEW: ALL BROKERS & AGENTS!		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS/MANAGERS	HOW TO GET THE MOST FROM <u>LIVE/INTERACTIVE SYSTEM</u>		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
Wed	MAR. 3	FAStTRAC COACHING	ORIENTATION: INVITATION ONLY!		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
LEGEND:		FAStTRAC	CAREER NIGHT!	TRENDSETTERS	BROKERS & MANAGERS ONLY!			
		PRO TOUR/SPECIALTY	OVERVIEW: FAStTRAC COACHING		ORIENTATION: FAStTRAC COACHING			