

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

**WEEK #2: FEBRUARY 23rd - FEBRUARY 27th**

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	FEB. 23	<b>SPECIALTY PROSPECTING BY REFERRAL</b>		KEVIN AHEARN	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	FEB. 24	<b>TRENDSSETTERS PERSONAL MARKETING TECHNIQUES</b>		JEFF LOBB	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.
		<b>SPECIAL EVENT</b>	<b>SYSTEM-WIDE CAREER NIGHT</b>		7:30 P.M.	6:30 P.M.	5:30 P.M.	4:30 P.M.
Wed	FEB. 25	<b>SPECIALTY THE 8 HABITS OF HIGHLY SUCCESSFUL EXIT AGENTS</b>		KEVIN AHEARN	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	FEB. 26	<b>SPECIALTY THE EXIT ANSWER MAN® Q&amp;A</b>		KEVIN AHEARN	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	FEB. 27	<b>BROKERS/MANAGERS</b>	<b>THE \$50G EXIT STRATEGY</b>	KEVIN AHEARN	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>BROKERS &amp; AGENTS</b>	OVERVIEW: <u>LIVE/INTERACTIVE</u> COACHING		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
<b>LEGEND:</b>		<b>FAStTRAC (EARLY PM)</b>	<b>SPECIALTY / PRO TOUR PROGRAMS</b>		<b>BROKER TRAINING</b>		<b>TRENDSSETTERS</b>	
		<b>FAStTRAC (LATE PM)</b>	<b>BROKERS AND AGENTS</b>		<b>SYSTEM-WIDE CAREER NIGHT</b>			