

EXIT' REALTY'S LIVE / INTERACTIVE TRAINING JULY 2008 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2 (JULY 14th - JULY 18th)

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	7/14/2008	FASTTRAC (A.M.)	NETWORKING/FARMING	Module #2 (Part 3)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS HOW TO GET THE MOST FROM LIVE/INTERACTIVE TRAINING			2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (P.M.)	Objection Handling	Module #7 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Tue	7/15/2008	FASTTRAC (A.M.)	HANDLING THE TELEPHONE	Module #3	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR	BOOTSTRAPPING FOR BEGINNERS	JEFF LOBB	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (P.M.)	Objection Handling	Module #7 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Wed	7/16/2008	FASTTRAC (A.M.)	Appraising Buyers	Module #4 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		PRO TOUR	RE TECHNOLOGY & TOOLS	JEFF LOBB	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (P.M.)	Closing Techniques	Module #8 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Thur	7/17/2008	FASTTRAC (A.M.)	Appraising Buyers	Module #4 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		SPECIALTY	CREATING CUSTOMER FOR LIFE!	RUSS STARNER	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (P.M.)	Closing Techniques	Module #8 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Fri	7/18/2008	BROKERS & AGENTS	ALL NEW EXIT LAPTOP LISTING PRESENTATION		11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		BROKERS & AGENTS	OVERVIEW: LIVE/INTERACTIVE COACHING		2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		TEAL: FASTTRAC (A.M.)	RED: SPECIALTY/PRO TOUR PROGRAMS		BLACK: BROKER TRAINING			
		PINK: FASTTRAC (P.M.)	BLUE: BROKERS & AGENTS		YELLOW: CAREER NIGHT			