



# EXIT REALTY'S LIVE / INTERACTIVE TRAINING JULY 2009 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

## WEEK #2 (JULY 27th - July 31st)

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	July 27	FAStTRAC (AM)	NETWORKING/FARMING	Module #2 (Part 3)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	Objection Handling	Module #7 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #2 (PART 3) OR MODULE #7 (PART 1) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Tue	July 28	FAStTRAC (AM)	HANDLING THE TELEPHONE	Module #3	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	Objection Handling	Module #7 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #3 OR MODULE #7 (PART 2) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Wed	July 29	FAStTRAC (AM)	Appraising Buyers	Module #4 (Part 1)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	Closing Techniques	Module #8 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #4 (PART 1) OR MODULE #8 (PART 1) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Thur	July 30	FAStTRAC (AM)	Appraising Buyers	Module #4 (Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FAStTRAC (PM)	Closing Techniques	Module #8 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FAStTRAC (NIGHT)	MODULE #4 (PART 2) OR MODULE #8 (PART 2) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738					
Fri	July 31	PRO TOUR/SPECIALTY	SPONSORING WORKSHOP!		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.

<b>LEGEND:</b>	FAStTRAC (AM)	FAStTRAC (PM)	FAStTRAC (NIGHT) VIA <u>LIVE/ENCORE</u> FOR 'PASSWORD' 407-331-5738		
	PRO TOUR/SPECIALTY	CAREER NIGHT!	BROKERS & AGENTS	BROKERS & MANAGERS ONLY!	