



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

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

## WEEK #1: (JANUARY 12th - JANUARY 16th)

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	JAN. 12	<b>OVERVIEW: EXIT'S <u>LIVE/INTERACTIVE</u> TRAINING PROGRAMS</b>			11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<i>FASTTRAC</i> (EARLY PM)	GOAL SETTING	Module #1 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<i>FASTTRAC</i> (LATE PM)	MARKETING PRESENTATION	Module #5 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Tue	JAN. 13	<b>SPECIALTY</b>	<b>HOW TO SURVIVE &amp; THRIVE!</b>	RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<i>FASTTRAC</i> (EARLY PM)	TIME MANAGEMENT	Module #1 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<i>FASTTRAC</i> (LATE PM)	MARKETING PRESENTATION	Module #5 (Part 2)	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	JAN.14	<b>SPECIALTY</b>	<b>PROSPECTING BY REFERRAL</b>	RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<i>FASTTRAC</i> (EARLY PM)	FOR SALE BY OWNERS	Module #2 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<i>FASTTRAC</i> (LATE PM)	PRICING DISCUSSION	Module #5 (Part 3)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Thur	JAN. 15	<b>SPECIALTY</b>	<b>SPONSORING WORKSHOP</b>	RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<i>FASTTRAC</i> (EARLY PM)	EXPIRED LISTINGS	Module #2 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<i>FASTTRAC</i> (LATE PM)	PRICING STRATEGY	Module #6	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Fri	JAN. 16	<b>SPECIALTY</b>	<b>EXIT ANSWER MAN® Q &amp; A</b>	RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		<b>OVERVIEW: EXIT'S <u>LIVE/INTERACTIVE</u> COACHING PROGRAM</b>			2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		<i>FASTTRAC</i> (EARLY P.M.)	<b>SPECIALTY/PRO TOUR PROGRAMS</b>		<b>BROKER TRAINING</b>		<b>TRENDSETTERS</b>	
		<i>FASTTRAC</i> (LATE P.M.)	<b>BROKERS &amp; AGENTS</b>		<b>SYSTEM-WIDE CAREER NIGHT</b>			