



EXIT REALTY'S LIVE / INTERACTIVE TRAINING MARCH 2009 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2 (MARCH 23rd - MARCH 27th)

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	MAR. 23	SPECIALTY 8 HABITS OF HIGHLY EFFECTIVE AGENTS		KEVIN AHEARN	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FASTTRAC (EARLY PM)	NETWORKING/FARMING	Module #2 (Part 3)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (LATE PM)	Objection Handling	Module #7 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Tue	MAR. 24	TRENDSSETTERS MASTER-MIND SESSION		JEFF LOBB	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FASTTRAC (EARLY PM)	HANDLING THE TELEPHONE	Module #3	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (LATE PM)	Objection Handling	Module #7 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
		SPECIAL EVENT!		SYSTEM-WIDE CAREER NIGHT	7:30 P.M.	6:30 P.M.	5:30 P.M.	4:30 P.M.
Wed	MAR. 25	SPECIALTY 1031 TAX-DEFERRED EXCHANGES		KEVIN AHEARN	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FASTTRAC (EARLY PM)	Appraising Buyers	Module #4 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (LATE PM)	Closing Techniques	Module #8 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Thur	MAR. 26	PRO TOUR SELLING PEOPLE THE WAY THEY WANT TO BE SOLD		STAN BISHOP	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		FASTTRAC (EARLY PM)	Appraising Buyers	Module #4 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
		FASTTRAC (LATE PM)	Closing Techniques	Module #8 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.
Fri	MAR. 27	BROKERS: GETTING THE MOST FROM EXIT'S LIVE/INTERACTIVE TRAINING			11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.
		OVERVIEW: EXIT'S LIVE/INTERACTIVE COACHING PROGRAM			2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.
LEGEND:		FASTTRAC (EARLY PM)	SPECIALTY/PRO TOUR PROGRAMS		BROKER TRAINING		TRENDSSETTERS	
		FASTTRAC (LATE PM)	BROKERS & AGENTS		SYSTEM-WIDE CAREER NIGHT			