



EXIT REALTY'S LIVE / INTERACTIVE TRAINING MAY 2009 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2 (MAY 18th - MAY 22nd)

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	MAY. 18	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	MAY. 19	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	MAY. 20	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	MAY. 21	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	MAY. 22	TRENDSETTERS (RESERVED FOR TOP-PRODUCING AGENTS!)			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.

LEGEND:	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!