

EXIT REALTY'S

LIVE/INTERACTIVE TRAINING

NOVEMBER 2008 SCHEDULE

(ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2 (NOVEMBER 17th - NOVEMBER 21st)

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	NOV. 17	SPECIALTY EXIT'S PERSONALIZED LAPTOP LISTING PRESENTATION			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	NOV. 18	PRO TOUR BOOTSTRAPPING FOR BEGINNERS		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.
Wed	NOV. 19	PRO TOUR REAL ESTATE TECHNOLOGY & TOOLS		JEFF LOBB	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	NOV. 20	SPECIALTY CREATING CUSTOMERS FOR LIFE!		RUSS STARNER	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	NOV. 21	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.
		"No Up-Front Out-of-Pocket Fees To Participate"						
		FASTTRAC (EARLY PM.)	SPECIALTY/PRO TOUR PROGRAMS		BROKER TRAINING			
		FASTTRAC (LATE PM)	BROKERS & AGENTS		CAREER NIGHT			

EXIT REALTY'S

LIVE/INTERACTIVE TRAINING

NOVEMBER 2008 SCHEDULE