

EXIT REALTY'S
LIVE/INTERACTIVE TRAINING
OCTOBER 2008 SCHEDULE
 (ALL PROGRAMS MAXIMUM 2.5 HOURS IN LENGTH)

WEEK #2: OCTOBER 6th - OCTOBER 10th

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	OCT. 6	SPECIALTY HOW TO SURVIVE AND THRIVE...		RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.	
		FAStTRAC (LATE PM)	<i>Objection Handling</i>	Module #7 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.	
		FAStTRAC (EARLY PM)	<i>NETWORKING/FARMING</i>	Module #2 (Part 3)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.	
Tue	OCT. 7	SPECIALTY PERSONALITY INSIGHTS		(Part 2)	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.	
		FAStTRAC (LATE PM)	<i>Objection Handling</i>	Module #7 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.	
		FAStTRAC (EARLY PM)	<i>HANDLING THE TELEPHONE</i>	Module #3	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.	
Wed	OCT. 8	SPECIALTY SPONSORING		RUSS STARNER	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.	
		FAStTRAC (LATE PM)	<i>Closing Techniques</i>	Module #8 (Part 1)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.	
		FAStTRAC (EARLY PM)	<i>Appraising Buyers</i>	Module #4 (Part 1)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.	
Thur	OCT. 9	SPECIALTY EXIT'S PERSONALIZED LAPTOP PRESENTATION			11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.	
		FAStTRAC (LATE PM)	<i>Closing Techniques</i>	Module #8 (Part 2)	2:00 P.M.	1:00 P.M.	12:00 P.M.	11:00 A.M.	
		FAStTRAC (EARLY PM)	<i>Appraising Buyers</i>	Module #4 (Part 2)	5:00 P.M.	4:00 P.M.	3:00 P.M.	2:00 P.M.	
Fri	OCT. 10	BROKER	TBA	TBA	11:00 A.M.	10:00 A.M.	9:00 A.M.	8:00 A.M.	
		OVERVIEW: EXIT'S <u>LIVE/INTERACTIVE</u> 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 AND AGENTS		CAREER NIGHT				