



SCHEDULE AT A GLANCE

	Activity	Date	Time
Week 1	Classroom 1: Mindset and Database	Tue, Aug 4	1 - 3 p.m. CT
	Coaching Corner	Wed, Aug 5	1 - 2 p.m. CT
	Classroom 2: Listing Presentation	Thu, Aug 6	1 - 3 p.m. CT
	Coaching Corner	Fri, Aug 7	1 - 2 p.m. CT
Week 2	Classroom 3: Persuasive Language and Marketing	Tue, Aug 11	1 - 3 p.m. CT
	Coaching Corner	Wed, Aug 12	1 - 2 p.m. CT
	Classroom 4: Working with Buyers	Thu, Aug 13	1 - 3 p.m. CT
	Coaching Corner	Fri, Aug 14	1 - 2 p.m. CT
Week 3	Classroom 5: Lead Generation	Tue, Aug 18	1 - 3 p.m. CT
	Coaching Corner	Wed, Aug 19	1 - 2 p.m. CT
	Classroom 6: Going Digital	Thu, Aug 20	1 - 3 p.m. CT
	Coaching Corner	Fri, Aug 21	1 - 2 p.m. CT
Week 4	Classroom 7: Profit	Tue, Aug 25	1 - 3 p.m. CT
	Coaching Corner	Wed, Aug 26	1 - 2 p.m. CT
	Classroom 8: Onward	Thu, Aug 27	1 - 3 p.m. CT
	Coaching Corner	Fri, Aug 28	1 - 2 p.m. CT

Independent Commitment: 4 hours of focused, self-guided lead generation; daily