

# Lead Generation 36:12:3

## Schedule

### The Power of One

January 11, 2011 Tuesday 12:30-2:30

### Power Session 1: Building Validity and Positioning

January 12, 2011 Wednesday 12:30-2:30

### Power Session 2: Prospecting

January 13, 2011 Thursday 12:30-2:30

### Power Session 3: Marketing

January 14, 2011 Friday 2:00-4:00

### Power Session 4: Leveraging A Powerful Contact Database

January 19, 2011 Wednesday 1:30-3:30

### Power Session 5: Working with Mets

January 20, 2011 Thursday 2:00-4:00

### Power Session 6: Farming

January 24, 2011 Monday 12:30-2:30

### Power Session 7: Open Houses

January 25, 2011 Tuesday 12:30-2:30

### Power Session 8: FSBOs and Expired Listings

January 26, 2011 Wednesday 12:30-2:30

### Power Session 9: Agent To Agent Referrals

January 27, 2011 Thursday 12:30-2:30

### Power Session 10: Lead Conversion

January 28, 2011 Friday 12:30-2:30

### Power Session 11: Living Your Goals

January 31, 2011 Monday 12:30-2:30