

Keller Williams Career Development Calendar - September 2007

All Courses to be held at KW's Training Facility unless otherwise noted – call 321-259-1170 for more information on any course

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAT	SU
<p>DON'T MISS THIS MONTH: Sept 15 : Enjoy the <u>Taste of Suntime</u> series of Courses this month Sept 19 – 21 <u>Delivering Customer Value</u> with Ellen Little Fri: <u>Millionaire Real Estate Agent Book Club</u> – stop in any time</p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>	<p>Sept 23 : Paint the <u>Town RED!</u> Sept 18 : Join Joe Williams for <u>Wealth Building and Short Sales</u> in Orlando Thurs: <u>Learn the Inventory and Caravan</u></p>
<p>3 Office Closed for Labor Day</p>	<p>4 9:30 Listing Contracts and Associated Paperwork</p>	<p>5 9:30 Top Producer 7i Session 1 with Don Moody, Certified Top Producer Trainer - This is a course series, RSVP to attend all sessions 3:00 He with the Most Appointments Wins Call / Prospecting Contest 5:00 Happy Hour</p>	<p>6 8:00 KWBR – Market your Listings to your Colleagues 1:00 Bank of America Leads Class 1:00 Property Caravan – meet in the Lobby at 1:00 9:00 Train the Trainer in</p>	<p>7 1:00 Millionaire Real Estate Agent Book Club – Session 2 – Drop in anytime! 2:00 Know What to Say.. Powerful Scripts and Dialogues Call – Must Pre Register Oldsmar, FL – Must Pre Register</p>	<p>8</p>	<p>9</p>
<p>10 9:30 Top Producer 7i Session 2</p>	<p>11 9:30 Sales Contracts 10:00 Associate Leadership Council Meeting 1:00 Team Meeting – all KW Agents 2:30 Finance Committee Meeting</p>	<p>12 9:30 Top Producer 7i Session 3 3:00 He with the Most Appointments Wins Call / Prospecting Contest 5:00 Happy Hour</p>	<p>13 8:00 KWBR – Market your Listings to your Colleagues 9:30 KWLS Training / Greensheet Online 1:00 Property Caravan – meet in the Lobby at 1:00</p>	<p>14 9:30 Accountability / Mastermind 10:30 CMA's and Statistics 1:00 Millionaire Real Estate Agent Book Club – Session 3 – Drop in Anytime</p>	<p>15</p>	<p>16</p>
<p>17 9:30 Top Producer 7i Session 4 1:30 Advertising Committee Meeting</p>	<p>18 9:30 Top Producer 7i Session 5 1:00 KWLS Training Greensheet Online 9:00 Wealth Building / Short Sale in Orlando – RSVP to Laura Hazlett</p>	<p>19 9:30 Delivering Customer Value with Ellen Little – Part 1 3:00 He with the Most Appointments Wins Call / Prospecting Contest 5:00 Happy Hour</p>	<p>20 8:00 KWBR – Market your Listings 9:30 Delivering Customer Value – Part 2 11:30 WCR Meeting – Top Producer Panel at Suntime CC – Must Pre-Register 1:00 Property Caravan – meet in the Lobby at 1:00</p>	<p>21 9:00 Core Law at MAAR – 3 CE Credits – Must Register with MAAR 9:30 Delivering Customer Value – Part 3 1:00 Millionaire Real Estate Agent Book Club – Session 4 – Drop in!</p>	<p>22</p>	<p>23</p>
<p>24 9:30 Top Producer 7i Session 6 1:00 CMA's and Statistics</p>	<p>25 9:00 Contract to Commission – 3 CE Credits – Must RSVP 9:30 Contracts – Rentals and Leases</p>	<p>26 11:30 Recruiting Committee 3:00 He with the Most Appointments Wins Call / Prospecting Contest 5:00 Happy Hour</p>	<p>27 8:00 KWBR – Market your Listings to your Colleagues 1:00 Property Caravan – meet in the Lobby at 1:00 1:00 Truth in Lending Statements</p>	<p>28 9:30 Accountability / Mastermind 10:30 Advertising Options through the Office 1:00 Millionaire Real Estate Agent Book Club – Session 5 – Drop in!</p>	<p>29</p>	<p>30</p>