



**October 2007**

<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>	<b>Friday</b>	<b>Sat / Sun</b>
1 9:30 Camp 443: Session #1 Path To Success 1:30 Orientation	2 9:30 Camp 443: Session #2 Basics of Lead Generation 1:00 ALC Meeting	3 9:30 Camp 443: Session #3 Four Laws of Lead Generation 12:05 Business Planning for Dummies 3:00 He with the Most Appointment Wins Call / Prospecting Contest	4 Ellen Out of Office 9:30 Camp 443: Session #4 - Generating Leads Through Mets 12:00 KWBR Marketing Session 1:00 Caravan Tour	5 Ellen Out of Office 9:30 Accountability with Laura 10:30 Bank of America Leads Program 1:00 Millionaire Real Estate Agent Book Club	6 7
8 9:30 Camp 443: Session #9 Listing Consultation: Initial Steps	9 9:30 Camp 443: Session #10 Listing Consultation : The Presentation 1:00 Team Meeting 2:30 Financial Committee	10 9:30 Camp 443: Session #11 Listing Consultation: Listing Objections 12:05 Business Planning for Dummies 3:00 He with the Most Appointment Wins Call / Prospecting Contest	11 ALC Clinic 9:30 Camp 443: Session #12 Selling A Home 12:00 KWBR Marketing Session 1:00 Caravan Tour	12 9:30 Accountability 12:05 Technology Lunch and Learn (BYO Lunch)	13 14
15 9:30 Camp 443: Session #5 Buyer Consultation Initial Steps 1:30 Advertising Committee Meeting	16 9:30 Camp 443: Session #6 Buyer Consultation 1:30 How to Use Outlook 2003	17 9:30 Camp 443: Session #7 Buyer Consultation Final Steps 12:05 Business Planning for Dummies 2:00 MAPS Free Call: Take 10 Listings a Month Working FSBO & Expires 3:00 He with the Most Appointment Wins Call / Prospecting Contest	18 9:30 Camp 443: Session #8 Finding A Home 12:00 KWBR Marketing Session 1:00 Caravan Tour	19 9:30 Accountability 10:30 CMAs and Statistics 12:05 Technology Lunch and Learn (BYO Lunch) 1:00 Millionaire Real Estate Agent Book Club	20 21
22 9:30 Camp 443: Listing Contracts 11:30 KWLS-How to enter your listings on KWLS	23 9:30 Camp 443: Sales Contracts 11:30 How to Complete Greensheet Online	24 9:30 Camp 443: Session #17 - Making, Receiving and Negotiating Offers 12:05 Business Planning for Dummies	25 9:30 Camp 443: Session #18 - Closing Buyers & Sellers 12:00 KWBR Marketing Session 1:00 Caravan Tour	26 9:30 Accountability 10:30 Truth and Lending with Bank of America 12:05 Technology Lunch and Learn (BYO Lunch) 1:00 Millionaire Real Estate Agent Book Club 6:00 Casino	27 28