

kw | TRAINING & EVENTS CALENDAR

32-55 Francis Lewis Blvd. | Bayside, NY 11358

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY



1 **10am Ignite: Market & Service**
your listings
Instructor: Shameer Fazal
1pm—2pm: **myMarketing**
IN KOREAN

2 **10am Ignite: Contract to Close**
& Post Closed Systems
Instructor: Helen Keit

3 **10am Ignite: Graduation**

6 1pm-2pm: **eEdge—myLeads, my-Contacts**
Instructor: David Garcia

7 10am—11am: **Korean Q&A**
1pm—2:30pm: KW Experience @ JH Office
Facilitator: George Herrera & David G.

8 10:30am—11:30am: **Prod. Coaching**
Facilitator: Joe Devito
1pm-2pm: **myKW 101**
Instructor: David Garcia

9 11am—12pm: **OFFICE MEETING**
MASTERMIND LUNCH
12pm—1pm: **Handling Objections**
Price Reductions

10 1pm—2pm: **Basic Website Setup**
Instructor: David

13 **Watch & Learn**
1pm—1:30pm: **Price Reductions**

14 CALL YOUR PAST CLIENTS AND WISH THEM A HAPPY VALENTINE'S DAY!

15 10:30am—11:30am: **Prod. Coaching**
Facilitator: Joe Devito
1pm—2pm: **myTransactions**
IN KOREAN

16 11am-12pm **Events Committee**
Facilitator: Maribel Reyes
12pm-1pm Education Committee
Facilitator: Maxine C & Joann F
12pm-1pm Recruiting Committee

17 11am-12pm **Technology Meeting**
Facilitator: David Legaz
11am—12pm: **Q&A in Chinese**
Instructor: Alex Choong
12pm-1pm Preferred Partner Committee
Facilitator: Helen Keit

20 1pm-2pm **Co-Op Class**
Facilitator: David Legaz

21 1pm-2pm: **eEdge—myMarketing**
Instructor: George Herrera

22 10am—11am: **ALC Meeting**
11:30am—12:30pm: **Prod. Coaching**
Facilitator: Joe Devito

23 11am—12pm: **OFFICE MEETING**
Bullet Proofing your Transactions
Instructor:
Commercial Masermind 1pm-2pm
Wine Down in Jackson Heights @ 6pm

24 **Give Agent Names to TL (Allie) for Profit Sharing**

27 **Call Capture: Lock in your leads**
1pm-2pm
Instructor: George Herrera

28 **PREPARE YOUR MONTHLY MAILING TO YOUR FARM!**

29 12pm—1pm: **How to get 36 Listings a year.**
Instructor: TBD
1pm-2pm **New Agent Q&A**
Instructor: David Garcia

Remember to Time Block Every Day!!!!