

## EMERGENTS

- Contract Review
- Mastermind
- Attend: ALC Meeting
- Attend: Team Meetings
- Attend: Office Trainings (Technical Series) >>>>>>>>
- 4 1 1 Goals
- Camp 4 4 3
- Build Your Business Series
- Begin Business Plan
- Introduction to Profit Plan
- Begin Systems – Buyer Package – Pre-Listing Presentation
- Training - Transaction Process - Contract-To-Close
- Optional: Mentor
- Optional: Coaching
- Optional: Committee Meetings

KW Website Development - Step 1  
 KW Website Development - Step 2  
 Intranet - MyKW.KW.com  
 Wolfnet (making the most)  
 Social Media - Step 1 - Introduction  
 Social Media - Step 2 - Advanced  
 Blogging - Step 1 - Introduction  
 Blogging - Step 2 - Advanced  
 Video - Introduction  
 Risk Management (Keep safe online)

## UGOTTAWANNAS

- Branding
- 36 12 3
- Mastermind Lunch
- Buyer Mastery
- Seller Mastery
- Book Chats
- Business Plan – Economic Plan – Lead Generation Models.
- Class: Listing/Buyer Specific (Scripts - Role-Plays)
- Class: CMA Clinic
- Class: DISC - Personality Classifications
- Lead Generation Decisions
- Budget Marketing and Prospecting
- Review Systems
- Attend 1 ALC Meeting
- Wealth Building Mastermind
- Fast-Track Coaching

## MEGAS

- Listing Mastery
- Complete Business Plan including Organization Model
- Organizational Plan
- Admin-Client Care Mgmt
- Recruit Select; Motivate; Train
- Mega Mastermind
- Coaching/MAPS
- Attend 1 Committee Meeting of Choice
- Teach/Arrange/Organize
- Educational Opportunity for Office

## SUPER MEGAS

- Brown Bag Roundtable Mastermind