

Lead Generation 36:12:3

Schedule

The Power of One

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

Power Session 1: Building Validity and Positioning

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

Power Session 2: Prospecting

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

Power Session 3: Marketing

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

Power Session 4: Leveraging A Powerful Contact Database

February 1, 2011 Tuesday 12:30-2:30

Power Session 5: Working with Mets

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

Power Session 6: Farming

February 3, 2011 Thursday 12:30-2:30

Power Session 7: Open Houses

February 4, 2011 Friday 12:30-2:30

Power Session 8: FSBOs and Expired Listings

February 7, 2011 Monday 12:30-2:30

Power Session 9: Agent To Agent Referrals

February 8, 2011 Tuesday 12:30-2:30

Power Session 10: Lead Conversion

February 9, 2011 Wednesday 12:30-2:30

Power Session 11: Living Your Goals

February 10, 2011 Thursday 12:30-2:30