



# Training Schedule

**Learn How to Make Money and Sustain a Profitable Career in Real Estate**

## JAN

- 1/14/2010 "Seller Counseling"
- 1/21/2010 "Listing Presentation, Closing the Seller"
- 1/28/2010 "How to Sell New Homes" w/ Melanie Sanders

## FEB

- 2/04/2010 "Get Motivated" Seminar at U.S. Airways Center, no training
- 2/11/2010 "Managing Commission Objections"
- 2/18/2010 "Pricing Presentation"
- 2/25/2010 "Buyer Counseling"

## MAR

- 3/04/2010 "Showing Homes, Closing the Buyer"
- 3/11/2010 "Presenting and Negotiating Purchase Agreements"

Our classes are at 9:00 AM to 12:00 PM in the basement of the old Hayden Office. As training director, I try to keep the classes current and interactive. I frequently bring in outside expert speakers to discuss timely topics and always announce these in our Monday morning email message. Class participation is highly valued and we find that we learn many things of current use from each other.

**All Classes Are Normally Held @ 15160 N. Hayden Rd. (Lower Level)**

**From 9:00 AM – 12:00 PM**

**(Between Raintree and 83<sup>rd</sup> St on the West side of the road)**

*Please be aware that this schedule is subject to change. We always strive to keep the classes current and interactive. In order to do so, we frequently bring in outside expert speakers to discuss timely topics and always announce these updates in our Monday morning e-mail message to the Excalibur associates. Class participation is highly valued and we find that we learn many things of current use from each other. The newer agents have a regular Friday morning meeting as well to assist newcomers in adjusting to day-to-day activities. The meetings take place at 10:00 AM at the Scottsdale Ridge office on alternating Fridays.*

### **Education is Power!**

Our trainer, David Johnson, has personally closed over 2,400 sales during his career. This is the 4th market change that he has experienced. He brings to the table current techniques that will help you improve your business, no matter how long you have been in real estate. Our classes are open to ALL Excalibur associates, without charge. Don't you owe it to yourself to discover ways to improve your business?

### **What our Agents Are Saying**

*"I have learned so much, especially since David Johnson has been our coach. Experienced agents who do not attend are missing out on so much. Think of it this way--David Johnson, our coach, has sold more than 2,600 homes, is still a very active and productive agent, gives his time to teach, and says he learns something every week at every coaching/training meeting. If he can still learn, why shouldn't the rest of the top agents participate and learn/share more?"*