

## Agent Success Training Schedule

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### Agent Success Training:

This program is available to agents from all companies. The meetings are held Tuesday mornings from 10-11am, followed by caravan.

Site: 433 Via Corta, Palos Verdes Estates  
Contact: Courtney Self  
Phone: 310-378-2268 or 310-350-6205

### Format:

**10:00:** Discussion Topics

**10:45:** Success Stories, Market challenges, new ideas & select homes for caravan

**11:00:** Caravan – Palos Verdes

| <b>2009 Schedule</b>      | <b>Topic</b>   |
|---------------------------|--|
| October 27 <sup>th</sup>  | Open forum, upcoming classes & Forms   |
| November 3 <sup>rd</sup>  | <b>REO's/Shortsales</b> , Lauren Cotner Call Realty & Lana Speer, First American         |
| November 10 <sup>th</sup> | <b>Listing Presentations</b> – George Fotion, Call Realty                                |
| November 17 <sup>th</sup> | <b>Buyer Presentations</b> – Courtney Self, Call Realty                                  |
| November 24 <sup>th</sup> | No meeting – thanksgiving week   |
| December 1 <sup>st</sup>  | <b>CMA's</b> – tentative   |
| December 8 <sup>th</sup>  | <b>Changes in Lending</b> - Ross Thayer, Prospect Mortgage                               |
| December 15 <sup>th</sup> | <b>Tax Savings Tips for You &amp; Your Clients</b> – Jim Narducci, Save Your Money, Inc. |
| Dec 21 & 28               | No Meeting – See you next year!  |
| January 5 <sup>th</sup>   | <b>Website design</b> - tentative  |
| January 12 <sup>th</sup>  | <b>MLS &amp; Listing Book</b> – tentative  |
| January 19 <sup>th</sup>  | TBA  |
| January 26 <sup>th</sup>  | TBA  |