

JULY 2009 TRAINING SCHEDULE

Morning Session 9-Noon — Afternoon Session 1-4:30pm

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Class order subject to change, please check schedule for updates before attending individual classes					3	4
5	6 Business Overview 9-10:30am Byron Hendricks, CEO/President Prep Tech Overview 10:30-Noon Jay Mulkey or Jodie Felton, PREP Technology Experts (PrepOnline & Machines) — LUNCH — Prospecting & Building Your Sphere 1-4:30pm Marcia Edwards, South Ops/VP Oakway Principal Broker	7	8 Listing Contracts 9 - Noon Sue Curths, North Ops/VP, Salem/Keizer Principal Broker — LUNCH — Using the Presentation Software 1 - 4:30pm Ken Howe, Technology Director Salem/Keizer Principal Broker	9	10 Residential Evaluation of Property 9-Noon Judy Yriarte, Relocation Director, Silverton Principal Broker — LUNCH — Listing Appointment Preparation & Scenario 1-4:30pm Judy Yriarte, Relocation Director, Silverton Principal Broker	11 Open House Critique Completed
12	13 Prospecting & Sphere's Using PrudentialHomeFinder.com 9-Noon Ken Howe, Technology Director, Salem/Keizer Principal Broker — LUNCH — Phone & Floor Techniques 1-4:30pm Pamela Pearson-Craig, OSA Acct Manager	14 Using & Setting Up Your PHF Website: <i>Ken's class on PREP's website</i> 1-4PM	15 Buyer Loyalty & the Exclusive Buyer Service Agreement 9-Noon Alec Armour, Albany & Corvallis Principal Broker — LUNCH — Selecting & Showing Property & Obtaining the Buying Decision 1-4:30pm Alec Armour, Albany & Corvallis Principal Broker	16 Reliance Mortgage Financing 1-4pm 3 hrs	17 Open House Techniques with David Leier 9-Noon — LUNCH — Sales Agreements 1-4:30pm Gwen Petersen, Stayton Principal Broker	18
19 Open House by New Brokers	20	21	22	23	24	25

Classes to be held in the Oakway Western Title Conference Room



Rock your Career in 2009!

Real Estate Professionals