

NOV 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						
1	<p>2 Business Overview 8:30-9:30am Byron Hendricks, CEO/President</p> <p>Intro to Title & Escrow 9:30-10:30am</p> <p>Prep Tech Overview 10:30-Noon Jodie Felten, PREP Technology Expert (PrepOnLine & Machines)</p> <p>— LUNCH —</p> <p>Using the Presentation Software 1-4:30pm Ken Howe, Technology Director, Salem/Keizer Principal Broker</p>	<p>3 Tech Tuesday Please bring laptop to office 30 min in advance to login & set up. <u>10:30 am</u></p>	<p>4 Phone & Floor Techniques 9-Noon Pamela Pearson-Craig, OSA Acct Manager</p> <p>— LUNCH —</p> <p>Listing Contracts 1-4:30pm Sue Curths, North Ops/VP, Salem/Keizer Principal Broker</p>	<p>5 Using & Setting Up Your PHF Website Ken's class on PREP's website <u>9am-Noon</u></p>	<p>6 Residential Evaluation of Property 9-Noon Judy Yriarte, Relocation Director, Silverton Principal Broker</p> <p>— LUNCH —</p> <p>AHS Warranty 1pm</p> <p>Listing Appointment Preparation & Scenario 1-4:30pm Judy Yriarte, Relocation Director, Silverton Principal Broker</p>	7 Open House Critique Completed
8	<p>9 Building Your Business with PHF 9-Noon Ken Howe, Technology Director, Salem/Keizer Principal Broker</p> <p>— LUNCH —</p> <p>Prospecting & Building Your Sphere 1-4:30pm Marcia Edwards, South Ops/VP Oakway Principal Broker</p>	<p>10 Prospecting for Listings Finding success with FSBO's & Expired's Judy Yriarte & Alec Armour <u>9am-Noon</u></p>	<p>11 Buyer Loyalty & the Exclusive Buyer Service Agreement 9-Noon Alec Armour, Albany & Corvallis Principal Broker</p> <p>— LUNCH —</p> <p>Selecting & Showing Property & Obtaining the Buying Decision 1-4:30pm Alec Armour, Albany & Corvallis Principal Broker</p>	<p>12 Mortgage Financing 9am-Noon 3 hrs</p>	<p>13 Sales Techniques & Open Houses 9-Noon</p> <p>— LUNCH —</p> <p>Sales Agreements 1-4:30pm Gwen Petersen, Stayton Principal Broker</p>	14
15 Open House by New Brokers	16	17	18	19	20	21

Classes to be held in Eugene Western Title Conference Room



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