



## Session #1: IGNITE YOUR BUSINESS

Instructor: Sally Chaplin | 1/6/20 @ 11am-1pm

- Uncover your big WHY and how to achieve it
- Commit to daily Lead Gen to grow your business.
- Be accountable to your big WHY and your life

## Session #2: BUILD YOUR BUSINESS

Instructor: Sally Chaplin | 1/6/20 @ 2pm-4pm

- Build a Database
- Grow your Database
- Organize your Database
- Communicate with your Database

## Session #3: FIND YOUR BUSINESS

Instructor: Rhonda Fisher | 1/6/20 @ 11am-1pm

- Proven prospecting methods to find potential clients
- Uncover prospecting opportunities that yield results
- Cultivate relationships into business, repeat business, and referrals

## Session #4: WIN THE SELLER

Instructor: Julie Hess | 1/6/20 @ 2pm-4pm

- Win the listing
- Provide value with your prelisting packet
- Succeed with your Seller Listing Presentation

## Session #5: PRICE TO SELL

Instructor: Keith Seelover | 1/13/20 @ 11am-1pm

- Learn influential pricing strategies
- Build a knock-out Comparative Market Analysis
- Handle pricing objections like a pro

## Session #6: SELL YOUR LISTING

Instructor: Dave Hooke | 1/13/20 @ 2pm-4pm

- Stage, market, and communicate like a Mega Agent
- Be recognized as an agent who gets listings sold
- Earn clients for life and get referrals

## Session #7: FIND & WIN THE BUYER

Instructor: Ashley Lindsay | 1/15/20 @ 11am-1pm

- Find Buyers to work with
- Qualify & schedule Buyers for the consultation
- Conduct the Buyer Needs Analysis to find the right homes

## Session #8: FIND & SHOW HOMES

Instructor: Brittany Guiles | 1/15/2020 @ 2pm-4pm

- Finding the right home to show
- Show homes like a pro
- Getting to YES

## Session #9: MAKE & RECEIVE OFFERS

Instructor: Tracy Georgeff | 1/20/2020 @ 11am-1:00pm

- Write & present offers that win
- Get the best offers for your sellers
- Set the stage for a successful negotiation

## Session #10: NEGOTIATE THE DEAL

Instructor: Kim Voth | 1/20/2020 @ 2pm-4pm

- Negotiate to WIN
- Learn tactics and counter-tactics
- Make it a WIN-WIN agreement
- Bulletproof your transactions

## Session #11: CLOSE THE DEAL

Instructor: Matt Madden | 1/22/2020 @ 11am-1:00pm

- Prepare clients for the close
- Achieve a successful close
- Make lasting and winning impressions with your clients and other agents

## Session #12: IGNITION- BLAST OFF!

Instructor: Maggie Landis | 1/22/2020 @ 2pm-4pm

- Get it, stay focused
- Know your numbers
- Keep yourself accountable
- Prepare for your business

# Keller Williams Ignite 6

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