

**Session 1:**

*One Thing Review*

***Buyers* - The Blind Side - Rob Stetler Lender**

* Investors
* Foreclosures
* Tax Deeds
* How do we Meet buyers?
	+ Zillow
	+ Facebook
	+ Trulia
	+ Realtor
	+ All the leads
	+ Real Geeks
	+ Boomtown
	+ Open houses
	+ First Time home-buyer seminar etc.
	+ Trend Lead Gen
* Buyer’s agreements
* Script
* McDonalds
* Referrals
* Commission contributions



**Session 2:**

*Never Split the Difference Review*

* Accusations audit
* “No” questions - “Would it be crazy…”
* “Have you given up on?”
* Labeling
* Tactical empathy - “It seems like…”
* Mirror
* How would I do that?

*John Martinez*

* Problem
* Impact
* Picture Perfect

***Sellers* - The Overworked to Underwork Side**

* How to get attract listings
	+ FSBO
	+ Expireds
	+ Organic
	+ Home Valuations
	+ Landing pages
* Listing agreements - Review
* What do they want?
* Where does the work lie?
* Pricing



**Session 3: Contracts**

* *The FAR BAR*
	+ *Page 1 Pitfalls and analysis*
	+ *Page 2*
	+ *Page 3*
	+ *Page 4*
	+ *Page 5*
	+ *Page 6*
	+ *Page 7*
	+ *Page 8*
	+ *Page 9*
	+ *Page 10*
	+ *Page 11*
	+ *Page 12 Signatures, initials and “others”*
* Assignments
* Inspections
* Disclosures
	+ Lead
	+ Mold
	+ Seller’s
	+ Condo
	+ HOA



**Session 4:**

*Technology*

* Appfiles
	+ Amie Bowman
	+ Consistency
	+ Signatures
	+ Linking / Breaking apart
* Facebook
* Showingtimes - $29/mo
	+ OPM
	+ OPT
* Hub Spot - Upcoming
* Website training
	+ Landing pages and other squeeze pages



**Session 5:**

*Rich Dad, Poor Dad - Advanced Training Investors - FWTR*

* Foreclosures
	+ Sheriff Auctions
	+ Real Foreclosure
	+ Auction.com
	+ HUD
	+ Sarasota County, Manatee, Charlotte
	+ In Person
	+ Wires to and fro
* Tax Deeds
	+ Wendy Heagey
	+ Quiet Title
	+ Dangers of buying
	+ Sue & Lien Negotiation and mitigation
	+ Hard costs vs. Per diem



**Session 6 & 7:**

* Mastery - 10K hours
	+ Robert Green
	+ Tiger Woods
	+ Phil Mickelson
	+ Outliers
	+ Josh Waitzkin
* Design your day - Quadrant Split
	+ Nobody wants to sit open houses...or do they
	+ Calls - 1 for 53
	+ Closest to the Closing



**Session 8:**

*Advanced Training - Legal - Meet the Attorney*

* Law Office of Chris Smith
	+ What is Title Insurance?
	+ Legal pitfalls
	+ Financing & Appraisal Issues
	+ Inspections
	+ Assignments
	+ Disclosures



**Session 9:**

*Inspections - What to know, what to disclose and what to look for!!*

* Clay
	+ Roofs
	+ AC
	+ Foundation
	+ Pools
	+ Electrical
	+ Plumbing
	+ Insulation



**Session 10:**

*Ten Million Dollar Man*

* $10M in sales
	+ How
	+ Why
	+ What worked
* 3 Pillars
	+ Zillow
	+ FSBO
	+ INVESTORS
* Cold Calling
	+ Are you a telemarketer?
	+ Other alternatives
	+ Press the flesh



**Session 11:**

*SBK - Interview with a student*

* Production
* Sphere
* Cold Calling
* Etc.



**Session 12:**

*Alternative Lead Gen*

* Remote Accountant
	+ Do I need an LLC
	+ 2 tax returns?
	+ QBO
	+ 1040 // w-9 // w-2
	+ IRS
	+ ETC



**Session 13:**

*Accounting*

* Remote Accountant
	+ Do I need an LLC
	+ 2 tax returns?
	+ QBO
	+ 1040 // w-9 // w-2
	+ IRS
	+ ETC