

## Coldwell Banker Virtual Training Calendar – May 2020

Monday	Tuesday	Wednesday	Thursday	Friday
				<b>May 1, 2020</b> 10am: <a href="#">7 Negotiation Skills That Will Change Your Business</a>  2pm: <a href="#">The Ultimate Listing Presentation</a>
<b>May 4, 2020</b> 10am: <a href="#">Lights, Camera, STAGING</a>  2pm: <a href="#">Turn1 Listing into 4 Transactions</a>  3pm: <a href="#">Zap Converting Contacts Into Clients</a>  7pm: <a href="#">7 Negotiation Skills That Will Change Your Business</a>	<b>May 5, 2020</b> 10am: <a href="#">The Ultimate Listing Presentation</a>  2pm: <a href="#">LeadGen SOI</a> (90 mins)  3pm: <a href="#">Essential Zap Set-Up</a>  7pm: <a href="#">Buyers Are NOT Liars</a>	<b>May 6, 2020</b> 10am: <a href="#">Finding Sellers in a Low Inventory Market</a>  2pm: <a href="#">The Ultimate Listing Presentation</a>  3pm: <a href="#">Zap Use the Contact Profile to Track &amp; Transact</a>  7pm: <a href="#">Lights, Camera, STAGING</a>	<b>May 7, 2020</b> 10am: <a href="#">The Forgotten Funnel</a>  2pm: <a href="#">Education Expo</a>  3pm: <a href="#">Driving Traffic to Your Zap Website</a>  7pm: <a href="#">Your #1 Resources for Lead Generation</a>	<b>May 8, 2020</b> 10am: <a href="#">The Forgotten Funnel</a>
<b>May 11, 2020</b> 10am: <a href="#">The Ultimate Guide to Rocking Objections</a>  2pm: Your #1 Resource for Lead Gen  2:30pm: <a href="#">AMP!</a> (four weeks)  7pm: <a href="#">Buyers Are NOT Liars</a>	<b>May 12, 2020</b> 10:30am: <a href="#">LeadGen SOI</a> (90 mins)  2pm: <a href="#">The Ultimate Guide to Rocking Objections</a>  7pm: <a href="#">Turn 1 Listing into Four Transactions</a>	<b>May 13, 2020</b> 10am: <a href="#">Building a Team</a>  2pm: <a href="#">Priority Management &amp; Goal Setting</a>  7pm: <a href="#">Your #1 Resource for Lead Gen</a>	<b>May 14, 2020</b> 10am: <a href="#">Priority Management &amp; Goal Setting</a>  2pm: <a href="#">Expo</a>  7pm: <a href="#">The Ultimate Guide to Rocking Objections</a>	<b>May 15, 2020</b> 10am: <a href="#">The 7 Negotiation Skills That Will Change Your Business</a>  1pm: <a href="#">How to Create a Facebook Business Page and Why It's Important</a>



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<p><b>May 18, 2020</b>  10am: <a href="#">Turn 1 Listing into 4 Transactions</a></p> <p>2pm: <a href="#">The 7 Negotiations Skills That Will Change Your Business</a></p> <p>7pm: <a href="#">The Ultimate Listing Presentation</a></p>	<p><b>May 19, 2020</b>  10am: <a href="#">Buyers are NOT Liars</a></p> <p>2pm: <a href="#">LeadGen SOI</a> (90 mins)</p> <p>7pm: <a href="#">Finding Sellers in a Low Inventory Market</a></p>	<p><b>May 20, 2020</b>  10am: <a href="#">The Forgotten Funnel</a></p> <p>12:30pm: <a href="#">Social Ad Engine Creating Effective Awareness Campaigns</a></p> <p>2pm: <a href="#">Buyers are NOT Liars</a></p> <p>7pm: <a href="#">Lights, Camera, STAGING</a></p>	<p><b>May 21, 2020</b>  10am: <a href="#">Your #1 Resource for Lead Gen</a></p> <p>2pm: <a href="#">Expo</a></p> <p>7pm: <a href="#">The Ultimate Guide to Rocking Objections</a></p>	<p><b>May 22, 2020</b>  10am: <a href="#">Your #1 Resource for Lead Gen</a></p> <p>1pm: <a href="#">Overview of the Facebook Ad Platform and How It Can Help Drive Your Business</a></p>
<p><b>May 25, 2020</b></p>	<p><b>May 26, 2020</b>  10:30am: <a href="#">LeadGen SOI</a> (90 mins)</p> <p>2pm: <a href="#">Building a Team</a></p> <p>7pm: <a href="#">Priority Management &amp; Goal Setting</a></p>	<p><b>May 27, 2020</b>  10am: <a href="#">The 7 Negotiation Skills That Will Change Your Business</a></p> <p>2pm: <a href="#">TMAP</a></p> <p>7pm: <a href="#">The Ultimate Listing Presentation</a></p>	<p><b>May 28, 2020</b>  10am: <a href="#">Priority Management &amp; Goal Setting</a></p> <p>2pm: <a href="#">Expo</a></p> <p>7pm: <a href="#">Buyers are NOT Liars</a></p>	<p><b>May 29, 2020</b>  10am: <a href="#">Lights, Camera, STAGING</a></p> <p>1pm: <a href="#">Best Practices for Running Facebook Ads</a></p>

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Course	Description *all courses are 60 minutes, except where noted
<b>The Ultimate Listing Presentation</b>	It's your time to shine! In this workshop, you will build a Listing Presentation that defies mediocrity by promoting your professionalism and highlighting the marketing and pricing strategies that win the listing every time.
<b>Buyers Are NOT Liars</b>	Stop hauling your buyers around while hoping they are going to buy! The key to saving time with buyers is a deep understanding of their DNA - Desire, Need, and Ability to pay. Learn to set up the ultimate buyer consultation that will get them into their dream house faster.
<b>The Forgotten Funnel: 4 Steps to a Fruitful farm</b>	You've worked hard to establish business in a farm, now are you ready to reap what you have sown? Learn the 4 simple steps in the Farming Funnel that will take them all the way from awareness to closing!
<b>Your #1 Resource For Lead Generation (SOI)</b>	The results are in! Conversion rates for Sphere of Influence are higher than other sources. Learn to generate more leads through existing relationships and increase future business through referrals by focusing on simple and effective SOI lead generation techniques.
<b>The Ultimate Guide to Rocking Objections</b>	There are two ways to handle objections - wait for it and respond with a script or prevent them before they happen. Learn how to master each approach effectively.
<b>Listing Alchemy: Turning one listing in to 4 transactions</b>	Maximize your precious time by turning every single listing into multiple transactions. By leveraging easy techniques like identifying buyers, targeting your Open House invitations, and circle prospecting around the property, you can make more money from your listings and have more time to enjoy it!
<b>The 7 Negotiation Skills That Will Change Your Business: 60 Minutes</b>	Are negotiators born or made? Many people believe you either got it or you don't - but it is a skill you can study and master! You'll leave with 7 game changing skills to negotiate with power and confidence
<b>Priority Management &amp; Goal Setting</b>	You have likely been through a process of time blocking and failing ... and you may have blamed yourself for not succeeding. But good news: it's not your fault. Time Management doesn't work because you can't manage time, but you can manage your priorities. Discover the keys to designing a priority management system.
<b>Finding Sellers in a Low Inventory Market</b>	Abundance is everywhere if you know where to look and how to go after the business. Be ready to write down tips, techniques and action items for going after listings to schedule appointments, go for the close and seal the deal.
<b>Lights, Camera, STAGING</b>	Essential but not obvious, these tips for prepping a home for photography, staging and attracting the most buyers are designed to position the property in the most advantageous light.
<b>Building a Team</b>	When you have more buyers, listings, and leads than you can handle, its time to start building a team. Learn to set your goals, and then identify the activities, systems, and people you'll need to have in place in order to reach those goals.
<b>LeadGen SOI: 90 Minutes</b>	Top agents have a lead-generation system and spend time on it every single day. Cultivating a SOI is the most significant lead-generation source for every agent and is estimated to be more profitable than any other form of prospecting.
<b>AMP!: 3x/Week for Four Weeks</b>	Achieve Maximum Productivity is productivity training that is boosting the effectiveness of agents nationwide. Participants focus on the critical activities proven to build skills and deliver sustainable results.

Looking for more training that you can do on your own time? Check out our 12 self-paced learning courses on the CBU Learning Center – [Client for Life](#), [Pre-Listing Packet](#), [Sphere of Influence](#), [Hotsheet](#), [REALationship Builder Campaigns](#), [Creating Habits](#), [My Best. Day. Ever](#), [Practice CMA](#), [Develop Your Value Proposition](#), [Farming Factors](#), [Listing Presentation Starter Kit](#), and [Social Ad Engine](#).