



# LIVE ZOOM VIDEO TRAINING SCHEDULE

## JULY 27 - JULY 31

Schedule may be altered with any updated guidance on Governors executive orders or other important information so please review daily schedule sent for any changes.  
(Each session will be recorded and available for replay on PROPEL)

MONDAY JULY 27TH		
NOON	PIVOT Coaching   Handling Today's Seller Objections & Concerns Bill Pipes	<a href="#">CLICK TO REGISTER</a>
1:00pm	3-HR CE   License Law Class with John Morris (register by noon on PROPEL)	
<b>DAILY ACTION:</b> Make time to call 10 clients and talk about <b>low Interest rates</b> and what a great time it is to purchase! Be sure to send out the “refinance campaign e-cards” in MOXI and in Marketing RESource Center to your database.		

WEDNESDAY JULY 29TH		
NOON	MOXI Office Hours with Tony Floyd and John Morris	<a href="#">CLICK TO ATTEND</a>
NOON	PIVOT Coaching   Developing a Powerful Follow Up System Jason Pantana	<a href="#">CLICK TO REGISTER</a>

THURSDAY JULY 30TH		
1:00pm	3-HR CE   Tech Tools with John Morris (register by noon on PROPEL)	

FRIDAY JULY 31ST		
1:00pm	MoxiPresent/MoxiEngage Overview with John Morris (register by noon on PROPEL)	

### PIVOT is becoming *The Tom Ferry Training Platform*

All Berkshire Hathaway HomeServices Georgia Properties associates enrolled in PIVOT by July 30th will be grandfathered in at a special pricing of \$39!  
(Pricing will move to \$149 /user (per month) if not currently reenrolled)

[tomferry.com/pivot-bhhs](https://tomferry.com/pivot-bhhs)





**September 1st - 3rd, 2020**

[TOMFERRY.COM/SUMMIT](https://tomferry.com/summit)

Success Summit 2020 is arguably more essential than any of the previous 16 years, providing up-to-the-minute training to help you grow your business even in extraordinary circumstances.

**EXCLUSIVE COMPANY PRICING OF \$99**

Live Cast will be offered until the day of Summit Sept 1.  
OnDemand options will be available

Email [Slievesque@tomferry.com](mailto:Slievesque@tomferry.com) for details

**On behalf of the Coaching and Training Department , we want to thank you for attending over 150 Zoom training sessions over the last 18 weeks!**

We hope that you have taken the steps necessary to ensure that your business is running at full steam as we transition into the late Summer and Fall selling season. Congratulations to our agents who attended our sessions, started their success stories and continued to function as essential in Real Estate. The month of August will be a transition for us as we move towards more CE classes, and look at scheduling one-on-one sessions with agents in person. An August training monthly calendar will come out later this week.

**FOREVER FORWARD**