



WEEKLY SCHEDULE

MONDAYS, THURSDAYS, FRIDAYS AND EVERY OTHER WEDNESDAY

SOAR KICKOFF SESSION ZOOM VIDEO CONFERENCE

FRIDAY, NOVEMBER 6 | 10AM-NOON

(ZOOM LINK TO BE PROVIDED VIA EMAIL)

MONDAYS

9:00AM - 9:30AM - Script Practice/Role Play with Accountability Partner

9:30AM - 10:00AM - Zoom Call

10:00AM - 11:00AM - Prospecting Power Hour

11:00AM - 11:30AM - Zoom Recap Call/Role Play

MOJO WEDNESDAYS (*MEETS EVERY OTHER WEEK*)

9:00AM - 9:30AM - Script Practice/Role Play with Accountability Partner

2:00PM - 2:30PM - Zoom Call

2:30PM - 3:30PM - Prospecting Power Hour

3:30PM - 4:00PM - Zoom Recap Call/Role Play

THURSDAYS

9:00AM - 9:30AM - Script Practice/Role Play with Accountability Partner

9:30AM - 10:00AM - Zoom Call

10:00AM - 11:00AM - Prospecting Power Hour

11:00AM - 11:30AM - Zoom Recap Call/Role Play

FRIDAYS

9:00AM - 9:30AM - Script Practice/Role Play with Accountability Partner

9:30AM - 10:30AM - Interactive Workshops

5X YOUR PERFORMANCE
ARE YOU READY TO SOAR

BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES



6-WEEK OUTLINE

MONDAYS, THURSDAYS, FRIDAYS AND EVERY OTHER WEDNESDAY

WEEK 1

Day 1: Zoom Call - The Four Disciplines of Execution/Business Planning
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - Financial/Time Management
Day 5: Interactive Workshop - SWOT & 90-Day Business Plan

WEEK 2

Day 1: Zoom Call - FSBO/Expired Listings/Open Houses
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - General Prospecting/Appointment Setting/Goal Setting
Day 5: Interactive Workshop - Daily Success Habits

WEEK 3

Day 1: Zoom Call - Buyer Pre-qualification/Consultation/Offer to Close
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - Comparative Market Analysis
Day 5: Interactive Workshop - Mock Offer Exercise

WEEK 4

Day 1: Zoom Call - Seller Pre-qualification/Seller Consultation
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Pricing Strategies/Negotiation/Objection Handling
Day 5: Interactive Workshop - Listing Agreement & Seller Presentation

WEEK 5

Day 1: Zoom Call - Database Management/Lead Generation/Personality Types
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - Objection Handling/Neurolinguistic Programming
Day 5: Interactive Workshop - Lead Conversion

WEEK 6

Day 1: Zoom Call - Fundamentals of a Repeatable Business/Working by Referral
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Marketing/Items of Value/Pop-bys
Day 5: Interactive Workshop - Elevator Pitch & Agent Bios

Open house pre-marketing and post-marketing activities will be incorporated to align with company-wide MEGA Open House events.

*** Friday Group Sessions are subject to change to Live Format - TBD**