



SOAR KICKOFF SESSION

ZOOM LINK TO BE PROVIDED

MONDAYS

8:30AM - 9:00AM - Script Practice/Role Play with Accountability Partner

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

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

MOJO WEDNESDAYS | WEEKS 2, 4, 6, 8

2:00PM - 3:00PM - Zoom Call

Special Guest Speaker

THURSDAYS

8:30AM - 9:00AM - Script Practice/Role Play with Accountability Partner

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

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

FRIDAYS

9:00AM - 10:00AM - Interactive Workshops (via Zoom Video Conference)

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

ARE YOU READY TO SOAR

BERKSHIRE HATHAWAY | Georgia Properties
HomeServices



8-WEEK COURSE 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
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Open Houses/General Prospecting
Day 5: Interactive Workshop - Daily Success Habits

WEEK 3

Day 1: Zoom Call - Buyer Pre-qualification/Consultation/MoxiPresent Buyer Presentation
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - From Offer to Close Process
Day 5: Interactive Workshop - Mock Offer Exercise Review

WEEK 4

Day 1: Zoom Call - Seller Pre-qualifying/Seller Consultation/MoxiPresent Seller Presentation
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Listing Presentation Moxi
Day 5: Interactive Workshop - Listing Agreement & Seller Presentation Review

WEEK 5

Day 1: Zoom Call - Comparative Market Analysis (CMA)/MoxiPresent Presentation
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - Pricing Strategies and Negotiation
Day 5: Interactive Workshop - Review of CMA & Role Play

WEEK 6

Day 1: Zoom Call - Database Management/Lead Generation
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Appointment Setting/Goal Setting
Day 5: Interactive Workshop - Lead Conversion w/Dialogue and Objection Handling

WEEK 7

Day 1: Marketing/Social Media/Items of Value
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 4: Zoom Call - Personality Types & DISC profile
Day 5: Interactive Workshop - Objection Handling/Neurolinguistic Programming (NLP)

WEEK 8

Day 1: Zoom Call - Fundamentals of a Repeatable Business
Day 2: SCRIPT/PRACTICE - Role Play with Accountability Partner
Day 3: Zoom Call - MOJO Speaker
Day 4: Zoom Call - Working by Referrals/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.