



# 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

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

10:00AM - 12:00PM - Regional Interactive Workshops

**ARE YOU READY TO SOAR**

BERKSHIRE HATHAWAY | Georgia Properties  
HomeServices



## 6-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/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.**