



Coaching for Productivity General Outline

Session 1 Defining Your Own Success

- Overview of the Centra interface
- Orientation to the Coaching for Productivity program
- Setting expectations
- Working with the online reporting tool
- Visualizing your success

Session 2 Visualizing Your Success

- Training segment: Goal-setting
- Breakout room activity: Our Marketplace

Session 3 Finding Your Road to Success

- Training segment: Marketing Yourself
- Breakout room activity: Marketing Ideas

Session 4 Tools for Your Success

- Training segment: Honing Your Presentation Skills
- Breakout room activity: Presentation Practice

Session 5 Your Financial Success

- Training segment: Prospecting
- Breakout room activity: Prospecting Ideas

Session 6 Following Your Path to Success

- Training segment: Time Management
- Breakout room activity: How Much Time is Enough?

Session 7 The Key to Your Success

- Training segment: Working with Sellers
- Breakout room activity: Listing Presentation

Session 8 Opening Your Door to Success

- Training segment: Handling Sellers' Objections
- Breakout room activity: Practice Handling Objections

Session 9 Climbing Your Stairway to Success

- Training segment: Marketing Listings
- Breakout room activity: Online Listing Ideas

Session 10 Teamwork Creates Success

- Training segment: Working with Buyers
- Breakout room activity: Buyer Presentation

Session 11 Writing Your Own Success Story

- Training segment: Handling Buyers' Objections
- Breakout room activity: Practice Handling Objections

Session 12 Celebrating Your Success

- Training segment: Customer Care
- Breakout room activity: Maintaining Contact Ideas
- Celebration of your success