



Saturday Series for Success September 2010

Training Every Saturday
Bellflower Training Center
16911 Bellflower Blvd. Bellflower, Ca 90706

**September 4th NO CLASS,
Labor Day Weekend**

Module 15

9:00am to 12 noon

September 11th

(Time Management)

With Linda Domis

- Tips on Goal Setting
- Daily Planning for Success
- Balancing Your Time

Module 16

1:00pm to 3:30pm

September 11th

(Real Estate Basics)

With Sue Piccolini

- Ethics / MLS Rules
- Open House

Module 1

9:00am to 12:00 noon

September 18th

(Technology)

With Jim Saleh

- Using Zip Forms
- MLS Office

Module 2

1:00pm to 3:30pm

September 18th

(Financing)

With Mike Simpferfer

- Financing in Today's Market

Module 3

9:00am to 12 noon

September 25th

(Real Estate Basics)

With Christine McGowan

- Buyer Scripts and Dialogue
- Steps to Learning

Module 4

1:00pm to 3:30pm

September 25th

(Real Estate Basics)

With Christine McGowan

- Prospecting
- Door Knocking
- Farming
- Out-bound Prospecting

Module 5

9:00am to 12:00 noon

October 2nd

(Contracts)

With Sue Piccolini

- RPA

Module 6

1:00pm to 3:30pm

October 2nd

(Contracts)

With Sue Piccolini

- RPA Continue
- Addendums
- Counter Offers

Module 7

9:00am to 12:00 noon

October 9th

(Technology)

With Jim Saleh

- Listing Book
- Tool Kit

Module 8

1:00pm to 3:30pm

October 9th

(Real Estate Basics)

With Tim Rush

- Qualifying Interview
- Front and Back End Ratios
- Seller Net and Buyer Cost

Module 9

9:00am to 12 noon

October 16th

(Real Estate Basics)

With Christine McGowan

- Listing Preparation
- Listing Presentation

Module 10

1:00pm to 3:30pm

October 16th

(Real Estate Basics)

With Christine McGowan

- Closing Statistics
- Closing Techniques
- Focusing Your Choice

Module 11

9:00am to 12:00 noon

October 23rd

(Contracts)

With Sue Piccolini

- Listing Agreement
- Addendums
- Transfer Disclosure

Module 12

1:00pm to 3:30pm

October 23rd

(Contracts)

With Sue Piccolini

- Disclosures
- NHD Presentation EnviroCheck

Module 13

9:00am to 12:00 noon

October 30th

(Financing)

With Mike Simpferfer

- FHA
- Getting FHA Offers Accepted

Module 14

1:00pm to 3:30pm

October 30th

(Real Estate Basics)

With Christine McGowan

- Handling Objectives
- Negotiation Techniques
- Handling Buyer Remorse
- Presenting Offers and Counter-Offers
- Quadrants of Personalities



Saturday Seminar Series for 2010 / 2011

16911 Bellflower Blvd. Bellflower, CA 90706

9:00am—3:30pm Every Saturday excluding Holidays

SERIES 1	SERIES 2	SERIES 3	SERIES 4	SERIES 5	SERIES 6
Module 1/2	Module 1/ 2	Module 1/ 2	Module 1/ 2	Module 1/ 2	Module 1/ 2
Jan. 09.10	March 6.10	May 8.10	July 17.10	Sept. 18.10	Nov 13.10
Module 3/4	Module 3/ 4	Module 3/ 4	Module 3/ 4	Module 3 /4	Module 3/ 4
Jan. 16.10	March 13.10	May 15.10	July 24.10	Sept. 25.10	Nov 20.10
Module 5/6	Module 5/6	Module 5/6	Module 5/6	Module 5/6	Module 5/6
Jan. 23.10	March 20.10	May 22.10	July 31.10	Oct. 2. 10	Dec. 4.10
Module 7/8	Module 7/8	Module 7/8	Module 7/8	Module 7/8	Module 7/8
Jan.30.10	March 27.10	June 5.10	Aug. 7.10	Oct. 9.10	Dec. 11.10
Module 9/10	Module 9/10	Module 9/10	Module 9/10	Module 9/10	Module 9/10
Feb 6.10	April 10.10	June 12.10	Aug. 14.10	Oct. 16.10	Jan 8.2011
Module 11/12	Module 11/12	Module 11/12	Module 11/12	Module 11/12	Module 11/12
Feb. 13.10	April 17.10	June 19.10	Aug. 21.10	Oct. 23.10	Jan. 15.2011
Module 12/14	Module 13/14	Module 13/14	Module 13/14	Module 13/14	Module 13/14
Feb. 20.10	April 24.10	June 26.10	Aug. 28.10	Oct. 30.10	Jan 22.2011
Module 15/16	Module 15/16	Module 15/16	Module 15/16	Module 15/16	Module 15/16
Feb. 27.10	May 1.10	July 10.10	Sept. 11.10	Nov. 6.10	Jan. 29.2011