



## Session #1:

### IGNITE YOUR BUSINESS

Instructor: Sally Chaplin | 1/6/20 @ 11am-1pm

- Uncover your big WHY and how to achieve it
- Commit to daily Lead Gen to grow your business.
- Be accountable to your big WHY and your life

## Session #2:

### BUILD YOUR BUSINESS

Instructor: Sally Chaplin | 1/6/20 @ 2pm-4pm

- Build a Database
- Grow your Database
- Organize your Database
- Communicate with your Database

## Session #3:

### FIND YOUR BUSINESS

Instructor: Rhonda Fisher | 1/6/20 @ 11am-1pm

- Proven prospecting methods to find potential clients
- Uncover prospecting opportunities that yield results
- Cultivate relationships into business, repeat business, and referrals

## Session #4:

### WIN THE SELLER

Instructor: Julie Hess | 1/6/20 @ 2pm-4pm

- Win the listing
- Provide value with your prelisting packet
- Succeed with your Seller Listing Presentation

## Session #5:

### PRICE TO SELL

Instructor: Keith Seelover | 1/13/20 @ 11am-1pm

- Learn influential pricing strategies
- Build a knock-out Comparative Market Analysis
- Handle pricing objections like a pro

## Session #6:

### SELL YOUR LISTING

Instructor: Dave Hooke | 1/13/20 @ 2pm-4pm

- Stage, market, and communicate like a Mega Agent
- Be recognized as an agent who gets listings sold
- Earn clients for life and get referrals

## Session #7:

### FIND & WIN THE BUYER

Instructor: Ashley Lindsay | 1/15/20 @ 11am-1pm

- Find Buyers to work with
- Qualify & schedule Buyers for the consultation
- Conduct the Buyer Needs Analysis to find the right homes

## Session #8:

### FIND & SHOW HOMES

Instructor: Brittany Guiles | 1/15/2020 @ 2pm-4pm

- Finding the right home to show
- Show homes like a pro
- Getting to YES

## Session #9:

### MAKE & RECEIVE OFFERS

Instructor: Tracy Georgeff | 1/20/2020 @ 11am-1:00pm

- Write & present offers that win
- Get the best offers for your sellers
- Set the stage for a successful negotiation

## Session #10:

### NEGOTIATE THE DEAL

Instructor: Kim Voib | 1/20/2020 @ 2pm-4pm

- Negotiate to WIN
- Learn tactics and counter-tactics
- Make it a WIN-WIN agreement
- Bulletproof your transactions

## Session #11:

### CLOSE THE DEAL

Instructor: Matt Madden | 1/22/2020 @ 11am-1:00pm

- Prepare clients for the close
- Achieve a successful close
- Make lasting and winning impressions with your clients and other agents

## Session #12:

### IGNITION- BLAST OFF!

Instructor: Maggie Landis | 1/22/2020 @ 2pm-4pm

- Get it, stay focused
- Know your numbers
- Keep yourself accountable
- Prepare for your business

# Keller Williams Ignite 6

**William Graham Sumner, Albert  
Galloway Keller, Maurice Rea Davie**

## **Keller Williams Ignite 6:**

**Fire Management Today** ,2003      **Morning Telegraph's Racing Chart Book** ,1912      The Israeli Peace Movement Leonie Fleischmann,2019-09-19 The Israeli peace movement has been in decline since the 2000s In particular the liberal Zionist groups who call for peace for the sake of the security and continuity of Israel have become paralysed and almost voiceless since the second Intifada However despite the stagnation around the Israeli Palestinian Peace Process this book argues that other important groups have emerged that present new ways to challenge the status quo These are radical groups that act in solidarity with the Palestinians and human rights organisations and whose aim is to reveal the realities of the occupation and hold the government to account Leonie Fleishmann argues that these groups have been and remain the agenda setters pushing the more moderate groups to mobilise more quickly and encouraging them to take up more confrontational ideas Using social movements theory and based on 50 interviews and participant observation this book sheds light on contemporary Israeli peace activism      **Scientific Canadian Mechanics' Magazine and Patent Office Record** Canada. Patent Office,1921      **The Canadian Patent Office Record and Register of Copyrights and Trade Marks** ,1921      The Science of Society William Graham Sumner,Albert Galloway Keller,Maurice Rea Davie,1927 Vols 1 3 paged continuously Vol 4 by W G Sumner A G Keller and M R Davie Published under the auspices of the Sumner Club on the foundation established in memory of Philip Hamilton McMillan of the class of 1894 Yale College Bibliographical note v 4 p 1193 1268      **Index of Patents Issued from the United States Patent Office** ,1984      **Official Gazette of the United States Patent and Trademark Office** ,2006      *Official Gazette of the United States Patent and Trademark Office* United States. Patent and Trademark Office,1996-03      Saga of Southern Illinois ,1998      *American Artisan and Illustrated Journal of Popular Science* ,1874      The American Florist ,1911      **Religion Index One** ,1995      **Index of Patents Issued from the United States Patent and Trademark Office** United States. Patent and Trademark Office,1984      **Poultry, Garden and Home** ,1908      Journey Home Susan K. Law,1994-02      Mines and Minerals ,1908      Quill & Quire ,1998      The Sporting News ,1977-04      **Exploring Osaka** David M. Dunfield,1993 A comprehensive English language guide to the city of Osaka for business travellers and tourists alike Second only to Tokyo as a banking and trade centre of Japan Osaka is a centre of tradition and culture as well the home of bunraku puppet theatre for example and is minutes by rail from Japan s ancient capitals of Kyoto and Nara A variety of suggested sightseeing itineraries are included as well as recommended museums restaurants and hotels a list of festival dates and sources of additional information

Immerse yourself in heartwarming tales of love and emotion with is touching creation, Tender Moments: **Keller Williams Ignite 6** . This emotionally charged ebook, available for download in a PDF format ( \*), is a celebration of love in all its forms. Download now and let the warmth of these stories envelop your heart.

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## **Keller Williams Ignite 6 Introduction**

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