



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 Voth | 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

Christian Drosten



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Leonie Fleischmann,2019-09-19 The Israeli peace movement has been in decline since the 2000s In particular the liberal
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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
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