

**COLDWELL  
BANKER**

**地福 GEORGE  
產福 REALTY**

# April 2009 Coaching

**Afternoon Class, 1:00 P.M.-3:30 P.M**  
**DoctorMoons Rx for Success**



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		I DO WHAT IT TAKES TO BE SUCCESSFUL EVERYDAY!!	<b>What I Believe I can Achieve</b>	1 I Will work hard To Get my 1st sale In less than 90 days	2 Expired Listing Scripts	<i>Setting My Goals For 2007</i>
<b>Pick up Flyers From F.S.B.O's</b>	6 I am the best! I am a lean mean Listing Machine!	7 Listing Presentation Objection Handling Technique <i>MFO</i>	8 For Sale By Owner Scripts <i>MFO</i>	9 Telephone Prospecting	10 Do Your Own CMA <i>MFO</i>	
<b>Open House Success</b> 	13 Planning My Success!	14 Prepare a Listing Kit	15 Caravan  Do Your Own CMA	16 <b>Telephone Prospecting</b>	17 90 Days to Success	<i>I Plan to Sell 1 Home a Month Jan - Dec. 2009</i>
	20 Preview Homes	21 Listing Contract Presentation	22 Role-play Listing Contract	23 I Am Setting my Goals for the New Year!	24 Listings Are The Name of The Game	
What I Conceive I can Achieve! I DO WHAT IT TAKES TO BE SUCCESSFUL	27 <b>I Plan On Succeeding</b>	28 <b>I Love Prospecting</b>	29 How do I Get Started in This Business	30 How many People Did I talk to TODAY!?	<b>What I Believe I can Achieve</b>	<b>I have a Business Plan!</b>