

**COLDWELL  
BANKER**

地橋  
產福

**GEORGE  
REALTY**

# March 2010 Coaching

**Afternoon Class, 1:00 P.M.-2:30 P.M**

**DoctorMoons Rx for Success**



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	<p><b>1</b> I am the best! I am a lean mean Listing Machine!</p>	<p><b>2</b> I DO WHAT IT TAKES TO BE SUC- CESSFUL EVERYDAY!!</p>	<p><b>3</b> What I Believe I can Achieve</p>		<p><b>5</b> Expired Listing Scripts  Set My Goals For 2010</p>	<p><b>6</b> <i>Setting My Goals For 2010</i></p>
<p>Pick up Flyers From F.S.B.O's</p> 		<p><b>9</b> Listing Presentation Objection Handling Technique  <i>MFO</i></p>	<p><b>10</b> For Sale By Owner Scripts  <i>MFO</i></p>	<p><b>11</b> Telephone Prospecting</p>	<p><b>12</b> Do Your Own CMA  <i>MFO</i></p>	
<p><b>Open House Success</b></p> 	<p><b>15</b> Planning My Success!</p>	<p><b>16</b> Prepare a Listing Kit</p>	<p><b>17</b></p> 	<p><b>18 Telephone Prospecting</b></p>	<p><b>19</b> 90 Days to Success</p>	<p><i>I Plan to Sell 1 Home a Month Jan - Dec. 2009</i></p>
	<p><b>22</b> Preview Homes</p>	<p><b>23</b> Listing Contract Presentation</p>	<p><b>24</b> Role-play Listing Con- tract</p>	<p><b>25</b> I Am Setting my Goals for the New Year!</p>	<p><b>26</b> Listings Are The Name of The Game</p>	
<p><b>What I Conceive I can Achieve!</b> I DO WHAT IT TAKES TO BE SUCCESSFUL</p>	<p><b>29</b> <b>I Plan On Succeeding</b></p>	<p><b>30</b> <b>Happy Pass-</b></p> 	<p><b>31</b> <b>How do I Get Started in This Business</b></p>	<p>How many People Did I talk to TODAY!?</p>	<p><b>What I Believe I can Achieve</b></p>	<p><b>I have a Business Plan!</b></p>