

LISTING AGENT TRAINING OVERVIEW

WEEK	TRAINING TOPICS
1	<i>Why Listings Vs. Buyers The Math Of Real Estate</i>
2	<i>The Contact To Close Progression</i>
3	<i>The Listing Presentation</i>
4	<i>Sample Objections Overview Objection Handling Roleplay</i>
5	<i>Running Comparables Overview Market Data Script Roleplay</i>
6	<i>Communicating Value</i>
7	<i>Seasoned Agent Marketing Slide Deck Presentation</i>
8	<i>Identifying/Handling "Not Now" Sellers</i>
9	<i>Residential Listing Agreement Overview & Associated Forms</i>
10	<i>You've Signed A Listing, Now What?</i>
11	<i>The Offer Review Call Reviewing Seller Disclosures</i>
12	<i>Agent Presentations - Entire Listing Presentation</i>