









DECEMBER 2018

TRAINING AND COACHING 9-3PM DAILY

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			Sales Meetings Alhambra Monday 11am Puente Hills Tuesday 10:30 am Arcadia Thursday 10am			1 9-12 Contracts and Zipforms Class Christmas Party 6 PM
2 	3 9am Top Commercial 1 Loan Class 4 Leanne Sales Training Arcadia	4 MIKE FERRY 9am Script Practice 9:30 Listing Class 1	5 MIKE FERRY 9am Script Practice 9:30 Listing Class 2	6 MIKE FERRY 9am Script Practice 9:30 Listing Class 3	7 9am Script Practice 9:30 cbexchange 11 Group Coaching	8 9-12 Contracts and Zipforms Class
9 <u>DIALING FOR \$\$\$</u> ALHAMBRA EVERYDAY	10 9am Top Commercial 1 Tech Monday 4 Leanne Sales Training Arcadia	11 9am Script Practice 9:30 Listing Class 4 1-3 Business Development	12 9am Script Practice 9:30 Disclosure Class 1 12 Commercial Meeting 1-3 Business Development Puente Hills	13 9am Script Practice 9:30 Disclosure Class 2 1-3 Business Development	14 9am Script Practice 9:30 e-marketing 11 Group Coaching	15 9-12 Contracts and Zipforms Class
16 Open House SUCCESS!!	17 9am Top Commercial 1 Escrow 101 4 Leanne Sales Training Arcadia	18 9am Script Practice 9:30 Disclosures Class 3 1-3 Business Development	19 9am Script Practice 9:30 Disclosures Class 3 1-3 Business Development Puente Hills	20 9am Script Practice 9:30 Disclosures Class 4 1-3 Business Development	21 9am Script Practice 9:30 CMA 11 Group Coaching	
	24 No Classes			27 No Classes	28 No Classes	29 9-12 Contracts and Zipforms Class