

Week

1

Activity	Date	Time	Description
Classroom	Tue, May 5	1 - 3 p.m. CT	Mindset Reset: Understand how there's a gift in the shift. Jump right into scripts and today's most effective lead generation channels.
Coaching Corner	Wed, May 6	1 - 3 p.m. CT	<i>Dive deeper into the lessons of the week and what activities and actions should be taken next.</i>
Classroom	Thu, May 7	1 - 3 p.m. CT	Remove your limiting beliefs, then learn how to work your database with purpose and precision.
Coaching Corner	Fri, May 8	1 - 3 p.m. CT	

Week

2

Classroom	Tue, May 12	1 - 3 p.m. CT	Get clear on what you can and cannot control. Discuss finances and budgeting techniques, then preview powerful tech tools that don't break the bank.
Coaching Corner	Wed, May 13	1 - 3 p.m. CT	
RED Day	Thu, May 14		No Session
Classroom	Fri, May 15	1 - 3 p.m. CT	Set healthy boundaries that allow you to achieve work/life balance. Learn how to generate or sweeten existing deals by adding to your value proposition.

Week

3

Classroom	Tue, May 19	1 - 3 p.m. CT	When in doubt, double down on lead generation – the digital way. But first: get clear on your pipeline needs and how you'll tackle any objection you encounter.
Coaching Corner	Wed, May 20	1 - 3 p.m. CT	
Classroom	Thu, May 21	1 - 3 p.m. CT	Stay accountable with the help of others. Also, help yourself: learn effective time management and efficient prospecting tactics.
Coaching Corner	Fri, May 22	1 - 3 p.m. CT	

Week

4

Classroom	Tue, May 26	1 - 3 p.m. CT	Continue to lean into the market of the moment. Evolve your language, listing presentation, and ensure you're living up to your promises.
Coaching Corner	Wed, May 27	1 - 3 p.m. CT	
Classroom	Thu, May 28	1 - 3 p.m. CT	Bulletproof your transactions. Develop new ways to effectively communicate both your unique value and how you'll guide clients through the buying or selling process of today.
Coaching Corner	Fri, May 29	1 - 3 p.m. CT	

Independent Commitment: 4 hours of focused, self-guided lead generation daily