*“The only person you are destined to become*

*is the person you decide to be.”*

Ralph Waldo Emerson

**DAY ONE – Tuesday October 12th**

**Roland**

* Seek first to understand.
* The Essential Sales Path - How to create the Perfect experience & convert more sales.
* Mastery of Communication - Words, Voice & Boy Language
* Listening skills
* Role Play Incentive /Body Language game for prizes.
* Advanced Discovery,
* Open ended Questions, Discovery Card
* Top 10 Presentation Principles
* FBI – Feature Benefit & Involvement
* Role Play - One with the notes, one without – Prizes
* Kahoot fun learning game.

**Quint**

* The Nine Personality Types - Enneagrams

The Enneagram of personality is an amazing system to understand yourself and others in a profound way. You will learn about the 9 personality styles, the key motivations of today's consumer, what makes others feel, act, and think the way they do, as well as gain tools to communicate effectively with each personality type.

**Tom**

* Neuro Linguistic Programming (NLP) Secrets

Tom is a licensed NLP Instructor and will teach the connection between neurological processes (*neuro-*), language (*linguistic*) and behavioral patterns learned through experience (*programming*), and how these can be changed to connect with clients and also achieve goals.

* Role Play Pacing and Matching, Eye Accessing

**Q & A Panel – Roland, Quint and Tom**

*“Tell me and I forget,*

*teach me and I remember,*

***Involve me and I learn****.”*

Benjamin Franklin

**DAY TWO – Wednesday October 13th**

**Roland**

* Review - What did we learn on day one
* Kahoot Fun Learning Game with Prizes
* Model Demonstration Mastery

18 Advanced secrets to involve more, connect and close

* Role Play Model Demo – Games with prizes
1. Quint shows how to adjust for Enneagram
2. Tom shows how to adjust for NLP

**Quint**

* Tips, Traps and Tactics For for long-term success in New Home Sales

Quint’s original list of must know tips, straight from the field to help everyone succeed in new home sales.

**Roland**

* Kahoot fun learning game with prizes.

**Tom**

* Dominant Buying Motives – Hot Buttons

Unearthing Buyers Real Motivations

* The Power of Positive Suggestion

**Roland**

* Adapting for today’s Market
* Mastery of Closing –
* Managing Objections – I like Big Buts
* Objections at the Closing Table: The big two: *“I wanna think about it.” & “Price is too high”*
* Mastery of Negotiation

**Q & A with Roland, Quint and Tom**

*“There is nothing noble in being superior to your fellow man;*

 *true nobility is being superior to your former self.”*

Ernest Hemingway

**DAY THREE – (Half Day) Thursday October 14th**

**Roland**

* Review – What we learned this week.
* Kahoot Fun Learning Game with Prizes

**Mike Moore**

**Good, Better, Best, Never Rest Till Your Good Is Better and your Better Is Best!**

No one plans to be average; it sneaks upon on us while we're making excuses, arrogant, comfortable, or complacent.

In this session you’ll learn how to interrupt the thinking and beliefs that makes so many people average.

Mike will also make a plan for you to overcome your human nature, and become exceptional that makes excellence your standard.

**Graduation Ceremony**

Receive Graduation Plaques, photos and farewell.