

	Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8	Day 9	Day 10
	Mon.	Tues.	Wed.	Thurs.	Fri.	Mon.	Tues.	Wed.	Thurs.	Fri.
	8:30am First Day Welcome Checklist Items	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info	8:30am SOI work: Contacts & Add Contact Info
	9:30am Office & Team Introductions	9:30am Prospecting Contacts & Lead Follow-up	10am Team Meeting	9:30am Prospecting Contacts & Lead Follow-up	9:30am Prospecting Contacts & Lead Follow-up	9:30am Prospecting Contacts & Lead Follow-up	9:30am Prospecting Contacts & Lead Follow-up	10am Team Meeting	9:30am Prospecting Contacts & Lead Follow-up	9:30am Prospecting Contacts & Lead Follow-up
	10am CRM Training Video #1	10:30am CRM Training Video #2	11am CRM Training Video #3	10:30am CRM Training Video #4	10:30am Meeting w/ Team Leader	10:15am DISC Modules 1&2	10:15am DISC Modules 3&4	10:15am DISC Modules 5&6	10:15am DISC Modules 7&8	10:30am Meet w/ Team Leader to Create next 2-Week Calendar
	11am SOI Module 1	11:15am SOI Module 2	11:30am SOI Module 4	11:15am SOI Module 6	11:15am SOI Module 8	11:15am SOI Module 10	11:15am SOI Module 11	11:15am SOI Module 13	11:15am SOI Module 14	11:15am SOI Module 17
NOON	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH	LUNCH
	1pm Admin Staff Training: Listing & Closing Checklists	1pm Schedule to Shadow Buyer Consultations	1pm MLS Systems Training for Buyers	1pm Schedule to Shadow Open House, Inspection & Showing (1 of each)	1pm Team Role Play & Scripts, Practice Mastermind	Seller & Buyer Net Sheet Training	1pm Schedule to Shadow Listing Consultation	1pm Schedule to Shadow Open House, Inspection & Showing (1 of each)	1pm MLS Systems Training for Sellers & CMA Training	1pm Team Role Play & Scripts, Practice Mastermind
	2pm Tech Systems Training	2pm SOI Module 3	2pm SOI Module 5	2pm SOI Module 7	2pm SOI Module 9	2pm Online Prospecting Modules 1&2	2pm Online Prospecting Modules 3&4	2pm Online Prospecting Modules 4&5	2pm Online Prospecting Modules 6&7	2pm Online Prospecting Modules 7&8
	3pm Finish First Day Welcome Checklist Items		3pm Scoreboards, Tracking & Reporting Training	3pm Contracts & Disclosures Training #1			3pm Contracts & Disclosures Training #2		3pm Contracts & Disclosures Training #3	