

JANUARY 2020 TRAINING CALENDAR

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

Key

Classes are held at
728 S Broad Street 3rd Floor
Philadelphia PA 19146

Classes underlined are a held at
2401 Walnut Street 6th Floor
Philadelphia, PA 19103

Classes in RED are for agents
whose production is \$0-3M in
sales volume.

Classes in BLUE are for agents
whose production is \$3M+ in
sales volume.

Classes in BLACK are for any lev-
el of production

30	31 *No KW Philly Staff after 2 pm*	1 New Year's Day *No KW Philly Staff*	2	3	
6	7 12-1p Bright MLS Basics & Sales Comparable Analysis w/ Win with Minh	8 11-12p Creative First Time Homebuyer Solutions w/ CCMI	9 10-10:45a Orientation w/ Kenz 10:45-12p Jump Start w/ Kenz 12-1p Compliance w/ Cailyn	10 1-2p Home Inspections 101 w/ Corwin Jackson from Core Inspection	
13 8:30-4:30p IGNITE INTENSIVE	14 10-11a Listing Concierge w/ Sarah Cadman 11-12p Let's Get Fiscal w/ Jarel Daniels 1-2p How to Renovate a Home w/ Jeremy Bowers	15 8:30-4:30p IGNITE INTENSIVE 11-12p ALC Meeting	16 10-10:45a Orientation w/ Katie Shelburn 10:45-12p Jump Start w/ Katie Shelburn 12-1p Lunch & Learn: Financing a Fixer Upper w/ CCMI 1-2p Compliance w/ Cailyn	17 8:30-4:30p IGNITE INTENSIVE	
20 12-1p Understanding the Agreement of Sale w/ Andrew Gismondi 1-2p How to Get 3,000 Followers & 12 Deals from Instagram w/ Derek Boone	21 12-1p Conveyancing 101 w/ Sarah Cadman 1-3p 2020 Goals: Starting Monday Club w/ Ben Hooson-Jones	22 12-1p Contract to Close w/ Sarah Cadman 1-2p Lead Generation & Nurturing Solutions w/ CCMI	23 9-4p Agent Financials w/ Brandon Green 4-6p KW Philly Happy Hour	24 10-10:45a Orientation w/ Kenz 10:45-12p Jump Start w/ Kenz 1-2p Compliance w/ Cailyn	
27 12-1p Live Listing Presentation 1-2p Open House 101 w/ Daniel Evenchen	28 11-12p KW PHILLY TEAM MEETING 12-1p Lunch Sponsored by CCMI	29 11-12p How to Build a Team w/ Jim Roche 12-1p Lunch & Learn: Commercial Insurance Basics w/ GCA Risk 1-2p How to Double Your Biz Through Leverage w/ Jeremy Bowers @ 2401	30 10-10:45a Orientation w/ Kenz 10:45-12p Jump Start w/ Kenz 12-1p Compliance w/ Cailyn	31 12-1p Drafting Strong & Clean Offers/ Agreement of Sale w/ Christiana 1-2p Command Class: Opportunities & Referrals w/ Alison Simon	



**GREAT
AMERICAN
ABSTRACT**



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