



# SELECT FALL SUMMER SESSION 2025

TUESDAYS/WEDNESDAYS/THURSDAYS

11:00 AM - 2:00 PM PST | 12:00 PM - 3:00 PM MST

<https://us06web.zoom.us/my/selectacademy>

## Week 1

	<u>BUSINESS PLANNING</u>	<u>PROJECTS</u>
<u>Tues.</u>	Welcome! Success Tools	New Agent Box
<u>10/14</u>	Vision Boards	Create Vision Board
	Communication / Contact Info	Create Digital Bus Card
<u>Wed.</u>	Business Planning	Complete Business Plan
<u>10/15</u>	Goal Setting	Goal Setting Worksheet
	*Life of an Agent	Create Pro VM Greeting
<u>Thurs.</u>	Time Blocking / Calendaring	Create Time Block Schedule
<u>10/16</u>	Intro Speech/Agent Brochure	Create Bio/Brochure
	Skills Development	Practice Practical Scenarios
	Ninja Sales Training Mindset	Read Miracle Morning

## Week 2

	<u>TECHNOLOGY / CO. TOOLS</u>	<u>PROJECTS</u>
<u>Tues.</u>	SNAP Overview	Log In
<u>10/21</u>	Agent Websites	Update Profile
	SNAP CRM	Add Contacts
<u>Wed.</u>	MySelectLife.com	Post on Social
<u>10/22</u>	Moxi Overview	Log-In/Practice
	3 <sup>rd</sup> Party Websites	Create Profiles
<u>Thurs.</u>	ZipForms	Create Transaction
<u>10/23</u>	Power Search/MLS	Create Portal
	Marketing Catalog	Create Flyer/Postcard
	Canva Portal	Create Marketing

## Week 3

	<u>PROSPECTING / MARKETING</u>	<u>PROJECTS</u>
<u>Tues.</u>	*Social Media	Tagged Post
<u>10/28</u>	Farm Areas	Identify Farm
	Xpress Docs	Create Promo Piece
<u>Wed.</u>	Safety	Safety Pledge
<u>10/29</u>	Pop-Bys	Create Pop-by
	FORD	Farm Area
<u>Thurs.</u>	Open Houses	Schedule Open House
<u>10/30</u>	Floor Time	Explore MLS
	Expired Listings	Search Expireds
	FSBOs	Identify FSBO

## Week 4

	<u>WORKING WITH BUYERS</u>	<u>PROJECTS</u>
<u>Tues.</u>	Buyer Consultations	Buyer Packet
<u>11/4</u>	Showing Appointments	Showing Exercise
	The Buying Process	Skills Development
<u>Wed.</u>	Buyer's Representation Agreements	Practice Presenting
<u>11/5</u>	O&A / Purchase Agreements	Skills Development
	Counter Offers / Addendums	Buyer Consultations
<u>Thurs.</u>	Inspection Reports	Read/Identify Issues
<u>11/6</u>	Buyer Disclosures	Disclosure Review
	Lending Process Stanford Mortgage	Schedule Appt
	Closing Gifts Ideas/Client Follow-Up	Review SCC Tile

## Week 5

	<u>SUCCESS WITH SELLERS</u>	<u>PROJECTS</u>
<u>Tues.</u>	Listing Consultation	Pre-Listing Packet
<u>11/11</u>	Moxi Presents	Create Listing Presentation
	Listing Appointments	Skills Development Exercise
<u>Wed.</u>	CMAs	Create a CMA
<u>11/12</u>	Listing Agreements	Complete Listing Contract
	Seller Disclosures	Review Disclosures
<u>Thurs.</u>	Counter Offers/Multiple Offer	Complete Spreadsheet
<u>11/13</u>	Price Adjustments/Status Changes	Review Forms
	Moxi Engage/Propertversary	Create Campaign
	Select Programs	Register For Class

## Week 6

	<u>NEGOTIATIONS &amp; SUPPORT</u>	<u>PROJECTS</u>
<u>Tues.</u>	Escrow & Title Process	Skills Development
<u>11/18</u>	*Ticor Title	Negotiations
	*Home Warranties	Loan Officer Meeting
<u>Wed.</u>	*Stanford Mortgage	TC Meet & Greet
<u>11/19</u>	*TC Program	Title Apps.
	*Business Development Dept.	Review Home Warranty
<u>Thurs.</u>	Know Your Value	Confirm Grad Guests
<u>11/20</u>	Powerful Negotiation Skills	Skills Develop Exercise
	Next 30-Day Roadmap	Complete Checklist
	<u>Virtual Graduation! 8/29/25</u>	<u>Invite Family/Friends</u>