



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

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

Week 2

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

Week 3

	PROSPECTING / MARKETING	PROJECTS
Tues.	*Social Media	Tagged Post
10/28	Farm Areas	Identify Farm
	Xpress Docs	Create Promo Piece
Wed.	Safety	Safety Pledge
10/29	Pop-Bys	Create Pop-by 1
	FORD	Farm Area
Thurs.	Open Houses	Schedule Open House
10/30	Floor Time	Explore MLS
	Expired Listings	Search Expireds
	FSBOs	Identify FSBO

Week 4

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

Week 5

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

Week 6

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