ASCEND WITH SELECT SUCCESS!

PRESENTED BY SELECT ACADEMY

WINTER/SPRING 2026

Tuesday / Wednesday / Thursday

10 AM – 12 PM PST | 11 AM – 1 PM MST | 1 PM – 3 PM EST

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Week 1 Business Palnning	Coursework	Homework
2/17/2026	Welcome! Success Tools, Vision Boards, Life of an Agent	New Agent Box, Create Vision Board
2/18/2026	Communication & Contact Info, Business Planning, Goal Setting	Create Digital Board, Complete Business Plan, Goal Setting Worksheet
2/19/2026	Time Blocking & Calendaring, Intro Speech & Agent Bio, Skills Development, Ninja Sales Mindset	Create Time Block Schedule, Create Bio/Intro Speech, Practice Roleplay, Read Miracle Morning Book
Week 2 Technology/Tools, and AI	**Coursework**	**Homework**
2/24/2026	SNAP Overview, Digital Markeing Agent Websites	Log In, Update Profile, Send e-card
2/25/2026	MySelect.com, SMLP CRM, MySixLinks / CRM, Vifdeo Msrketing	Add Contacts, Post on Social, Log-In Practice
2/26/2026	ZipForms, Power Social / MLS, Marketing Suite, Canva Portal	Create Transaction, Create Postcard, Create Marketing
Week 3 Prospecting/Marketing	**Coursework**	**Homework**
3/3/2026	Social Media, Farm Areas, Xpress Docs	Targeted Post, Identify Farm, Create Promo Piece
3/4/2026	Safety, Pop-Bys, FORD	Safety Pledge, Create Pop-By, Farm Area
3/5/2026	Open Houses, Floor Time, Expired Listings, FSBOs	Schedule Open House, Explore MLS, Search Expireds, Identify FSBOs
Week 4 Buyers Best Practices	**Coursework**	**Homework**
3/10/2026	Buyer Consultations, Showing Appointments, Buying Process	Buyer Packet, Showing Exercise, Skills Development
3/11/2026	Buyer Representation Agreements, Purchase Agreements, Counters & Addendums	Practice Presenting, Skills Development, Buyer Consultations
3/12/2026	Inspection Reports, Buyer Disclosures, Lending Process, Closing Gifts & Follow-Up	Read Addendums, Disclosure Review, Schedule Appt, Review CTC

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Week 5 Success With Sellers	Coursework	Homework
3/17/2026	Listing Consultations, Prequalified Buyers, Listing Appointments, Listing Conceirge	Pre-Listing Packet, Create Listing Presentation, Skills Development Exercise
3/18/2026	CMAs, Listing Agreements, Seller Disclosures	Create CMA, Complete Listing Contract, Review Disclosures
3/19/2026	Counter & Multiple Offers, Price Adjustments, Buyer Meetings, Select Programs	Complete Spreadsheet, Review Forms, Create Campaign, Register for Class
Week 6 Negotiation and Support	**Coursework**	**Homework**
3/24/2026	Escrow & Title Process, Home Warranties, Preferred Mortgage Partner	Skills Development, Negotiation Practice, Loan Officer Meeting, TC Meet & Greet
3/25/2026	Negotiation Strategies, "Trick Title," Contract Pitfalls	Skills Development Exercise, Review Title Scenarios
3/26/2026	Real-World Negotiation Roleplay, Deal Structuring	Roleplay Practice, Negotiation Worksheet
Week 7 TC and Development	**Coursework**	**Homework**
3/31/2026	TC Program Overview, File Flow & Deadlines	Review TC Checklist, Practice File Setup
4/1/2026	Business Development Demo, Systems for Scale	Business Growth Worksheet, Database Review
4/2/2026	Client Experience, Communication Standards, Retention	Client Follow-Up Plan, Past Client Touch Plan
Week 8 Conclusions	**Coursework**	**Homework**
4/7/2026	Advanced Negotiation Review, Problem Solving	Skills Development Exercise, Case Study Review
4/8/2026	Next 30-Day Roadmap, Personal Success Plan	Complete 30-Day Plan, Final Checklist
4/9/2026	Virtual Graduation 🎓	Celebrate Your Success