

**Professional Career Development Program
Master 2010**

(Most classes are held at the Resource Center at 14945 SW Sequoia Parkway, Ste 150, Portland, unless it says "In Your Branch" in which case you are in your branch! Where indicated, Washington agents will have class at Clark County NW Branch)

Monday, Day 1, ALL DAY

9:00am – 9:30am	Getting to Know You	Jennifer Hanson
9:30am – 10:30am	A message from Bert Waugh, Jr., President of Prudential Northwest Properties	
10:30am - 12:00pm	Schedule & Expectations	Jennifer Hanson
	Market Statistics/Tips on Prospecting	
12:00pm – 1:00pm	<i>LUNCH Provided by Prudential Northwest Properties</i>	
1:00pm – 2:30pm	Building a Successful Career in Real Estate	Dan Foster
2:30pm – 2:45pm	BREAK	
2:45pm – 4:30pm	Prudential Northwest Properties Marketing Programs & Tools	Sandy Gillison/Jennifer Hanson

Tuesday, Day 2

8:30am – 11:30am	30-Day Quick Start Program	In Your Branch
12:00pm – 1:00pm	<i>The Basics of Title & Escrow, Part I (WA – Clark County NW Branch)</i>	Rick Edmunds/Columbia Title
	BRING YOUR LUNCH!	
12:00pm – 1:00pm	<i>The Basics of Title & Escrow, Part I (OR – Resource Center)</i>	
	LUNCH PROVIDED!!!	
1:00pm – 1:45pm	Oregon "Agency" Class	Julie Sandlin/FATCO
1:00pm – 1:45pm	Washington "Agency" Class @ Clark County NW Branch	David Tangvald
1:45pm – 2:00pm	BREAK	Cheryl Williams
2:00pm – 3:30pm	Oregon "Columbia Mortgage"	Shawn Headlee
2:00pm – 3:30pm	Washington "Columbia Mortgage" @ Clark County NW Branch	Gex Morgan
3:30pm – 5:00pm	Holding an Open House	David Sly
3:30pm – 5:00pm	Holding an Open House @ Clark County NW Branch	Cheryl Williams

Wednesday, Day 3

8:30am – 11:30am	30-Day Quick Start Program	In Your Branch
12:00pm – 1:00pm	<i>Optional Studio Portrait Photo Opportunity/Bring Your Lunch</i>	Photo Classics
1:00pm – 2:30pm	Generating Business	David Sly
	Handling Objections / Prospecting	
	Lead Follow-Up/Phone Inquiries	
2:30pm – 2:45pm	BREAK	
2:45pm – 5:00pm	Continue above class	

Thursday, Day 4

8:30am – 12:00pm	30-Day Quick Start Program	In Your Branch
12:00pm – 1:30pm	Introduction to Client Connect (Bring your lunch!)	Chip Morris
1:30pm – 2:30pm	Client Connect/xpressdocs/eCards/Marketing Center	Dawn Campbell
2:30pm – 2:45pm	BREAK	
2:45pm – 4:00pm	Continue with above class	
4:00pm – 5:00pm	HomeServices	Kathleen McRae

Friday, Day 5

8:30am – 12:00pm	30-Day Quick Start Program	In Your Branch
1:00pm – 2:45pm	Oregon Earnest Money Agreement	Dorian Barnhart
	Washington Earnest Money Agreement @ Clark County NW	Cheryl Williams
2:45pm – 3:00pm	BREAK	
3:00pm – 4:30pm	Continue with above class	

Monday, Day 6

8:30am – 12:00pm	30-Day Quick Start Program	In Your Branch
1:00pm – 2:45pm	Working with Buyers/Negotiating the Sale/ Buyer Service Agreement	George Huertas
2:45pm – 3:00pm	BREAK	
3:00pm – 5:00pm	Continue with above class	

Week Two

Tuesday, Day 7

8:30am – 12:00pm

30-Day Quick Start Program

In Your Branch

1:00pm – 2:45pm

Buyer Representation Presentation/Qualifying Buyers
The Buying Process

Chad Sessions

2:45pm – 3:00pm

BREAK

3:00pm – 4:30pm

Continue with above class

Wednesday, Day 8

8:30am – 12:00pm

30-Day Quick Start Program

In Your Branch

NO CLASS WEDNESDAY AT THE RESOURCE CENTER

Thursday, Day 9

8:30am – 12:00pm

30-Day Quick Start Program

In Your Branch

12:00pm – 1:00pm

The Basics of Title & Escrow, Part II (WA – Clark County NW)
LUNCH PROVIDED!!!

Rick Edmunds/Columbia Title

12:00pm – 1:00pm

The Basics of Title & Escrow, Part II (OR – Resource Center)
BRING YOUR LUNCH!!!

Julie Sandlin/FATCO

1:00pm – 3:00pm

Oregon “Earnest Money”

Jason Waugh

1:00pm – 3:00pm

Washington “Earnest Money” @ Clark County NW

Cheryl Williams

3:00pm – 3:15pm

BREAK

3:15pm – 5:00pm

Oregon “Listing Contract”

Jason Waugh

3:15pm – 5:00pm

Washington “Listing Contract” @ Clark County NW

Cheryl Williams

Friday, Day 9

8:30am – 11:30am

30-Day Quick Start Program

In Your Branch

1:00pm – 3:50pm

“Working with Sellers” Part I

Barbara Roach

3:50pm – 4:00pm

BREAK

4:00pm – 5:00pm

American Home Shield

Bill Hurlbutt/Cynthia Combs

Week Three

Monday, Day 10

8:30am – 12:00pm

30-Day Quick Start Program

In Your Branch

1:00pm – 2:30pm

“Working with Sellers” Part II

David Tangvald

2:30pm – 2:45pm

BREAK

2:45pm – 4:00pm

Continue with above class

4:00pm – 5:00pm

Client Connect Q & A

Chip Morris

Tuesday, Day 11

8:30am – 12:00pm

30-Day Quick Start Program

In Your Branch

1:00pm – 2:15pm

Seller Net Sheets & Closing the Sale

Dorian Barnhart

2:15pm – 2:30pm

BREAK

2:30pm – 4:30pm

Staying Out of Trouble

Jennifer Hanson

Wednesday, Day 12, All Day

9:00am – 9:45am

Relocation and Business Development

Susie McGill/Kathy Wilkins

9:45am – 10:30am

Prudential Value Range Marketing

Chris Solsby

10:30am – 10:45am

BREAK

10:45am – 11:45am

How Much Do You Earn an Hour?

Brian Houston

11:45am – 12:45pm

LUNCH Provided by Prudential Northwest Properties

12:45pm – 1:00pm

Graduation

Jennifer Hanson

1:00pm – 2:00pm

Listing Presentation

Brian Houston

2:00pm – 2:15pm

BREAK

2:15pm – 3:30pm

A Message from Bert Waugh, Jr, President of Prudential Northwest Properties

3:30pm – 4:15pm

Closing

Brian Houston