



Master's Training Calendar - SAMLE ONLY

Saratoga Training Center - 12772 Saratoga Sunnyvale Road - Saratoga, CA 95070



Monday		Tuesday		Wednesday		Thursday		Friday	
9-12:30pm	Getting Started & Lead Generation Strategies - Jim Pojda	9-12noon	CAR Purchase Contract - Part 1 of 2 - Jim Pojda	9-12:30pm	CAR Purchase Contract - Part 2 of 2 - Jim Pojda	9-12pm	PRDS Purchase Contract - Jim Pojda	9-11:30am	Comparative Market Analysis (CMA) - Jim Pojda
1-1:20pm	Kyle Chesser - Agent Headshots	12:30-2pm	Industry Insights: SILVAR, CAR, NAR & Listing Portfolio's - Jeff Barnett	1-2pm	The Escrow Process - Nancy Crowell & Rita Alam - Old Republic Title	12:30-1pm	Natural Hazards & Environmental Disclosures - JCP - Brooke Lewis	12-1:15pm	Purchase Contract - Hands-on Workshop - Jim Pojda
1:30-3pm	Business Plan & Time Management - Chuck Nunnally	2:15-3pm	Preparing a home for the Market - Bill Lewis	2:10-3pm	Finance 101 - Jamie Myers - Private Mortgage Advisors	1:15-1:45pm	Flyer & Graphic Design - Steve Borelli	1:30-3pm	New Agent SAVI Essentials Technical Training - Kathleen Saggese
		3:10-5pm	Open Houses & Showing Property - John Jenkins			2-3pm	SkySlope - Diana Costas		
9-11:30am	Using APRDataPro, Matrix & RPR Systems - Jim Pojda	9-12noon	Escrow Files & Disclosure Forms - Jim Pojda	9-11:30am	Organizing your Clients & The Entire Buying Process - Part 1 of 2 - Jim Pojda	9-11:30am	The Entire Listing Process - Part 1 of 2 - Jim Pojda	9am-11:30am	Negotiating & Overcoming Objections - Carol Burnett
12-1:45pm	Purchase Contract - Hands-on Workshop - Jim Pojda	12:30-1:15pm	Purchase Contract - Hands-on Workshop - Jim Pojda	12noon-1:30pm	The Entire Buying Process - Part 2 of 2 - Jim Pojda	12-3pm	The Entire Listing Process - Part 2 of 2 - Jim Pojda	12-1pm	Termite Reports - Jim Steffenson, HomeGuard
2-3pm	Title Reports - Sal Covarrubias - First American	1:30-3:30pm	PRDS/CAR Agency & Listing Agreements - Dave Walsh	1:45-2:30pm	Purchase Contract - Hands-on Workshop - Jim Pojda	3:15-5pm	Putting it all Together/Tips for Success - Michael Nevis	1:10-1:40pm	Iris Littrell - First American Home Warranty
3:10-4pm	The Fundamentals of a Great Disclosure Package - Cyndi Stewart			2:35-3pm	TourFactory - Darrell Monda			1:50-3pm	Final Exam, Graduation & Ice Cream