

JAN 13 - FEB 12
5PM-7PM AND/OR 8PM-10PM
ZOOM ONLY

IGNITE AFTER DARK

Tuesday	Jan. 13 th	Define Your Value & Connect with Your Market
Wednesday	Jan. 14 th	Generate Your Leads
Thursday	Jan. 15 th	Transform Your Real Estate Career w/ Technology
Tuesday	Jan. 20 th	Capture More Leads & Grow Your Database
Wednesday	Jan. 21 st	Keep Every Lead & Follow Up with Leads
Thursday	Jan. 22 nd	Dynamic Database & Lead Capture w/ Technology
Tuesday	Jan. 27 th	Qualify & Win the Buyer
Wednesday	Jan. 28 th	Qualify & Win the Seller
Thursday	Jan. 29 th	Commanding the Buyer & Seller Journey
Tuesday	Feb. 3 ^d	Strengthen Relationships
Wednesday	Feb. 4 th	Work with Buyers & Sellers
Thursday	Feb. 5 th	From Prospects to Properties: Mastering Engagement
Tuesday	Feb. 10 th	Make & Receive Offers & Negotiate Offers
Wednesday	Feb. 11 th	Get to the Close & Plan Your Future
Thursday	Feb. 12 th	Closing & Growth Strategies

***MUST REGISTER UNDER "KW EXPERIENCE 1032"**

***YOU CAN REGISTER FOR BOTH TIME SLOTS AND ATTEND EITHER!**

**REGISTER FOR
ALL TIME SLOTS
(5-7PM AND/OR
8-10PM)**

