

7 BOOTCAMP

GUARANTEED FOR SUCCESS

Day 1 - Intro

9-10 "It's not about you" with Curt
10-11 Listing presentation with Jonathan
11-12 Objection handlers with Jonathan

Day 2 - Importance of scripts - LONG DAY

9-1030 Importance of scripts with Curt
1030-1130 Calls with Curt

1130-1 Team Meeting

Day 3 - Structure of a Call part 1

Buyer role play - please call in at 248-803-0656 @ 9 AM

930-1030 Structure of a call with Curt
1030 -11 FSBO role play with Curt
11-1130 Calls with Curt
1130-12 Glengary leads with Curt

Day 4 - Structure of a Call part 2

9-930 LMPAPA with Curt
930-10 Expired's with Curt
10-11 Role Play with Al Abdallah
11-1130 Objections with Al
1130-12 Class Role Play with Al

Day 5 - Comps and Net Sheets

9-1030 Comps and circle prospecting with Prinz
1030-11 Net sheets with Prinz
11-1130 Class role play with Curt
1130-12 Live calls with Curt



Day 6 - Buyer Agent Day

9-10 PA with Sandy
10-1030 Negotiation with Sandy
1030-11 Custom Home Search with Sandy
11-12 Showing Partners with Ashley

Day 7 - Call Day

9-10 Role Play with Curt
10-12 Live Calls - Glengary Leads with Curt

Day 8 - Field Training

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930-11 Live calls with Ron
11-230 Mi Homes

Day 9 - Vendor Day

9-10 Mortgage 101 with Summit Funding/Greg
10-11 Inspections 101 with John
11-12 Law and Probate with Bunni

Day 10 - Title/Home Warranties

9-10 Curt review
10-11 Title 101 with Heather
11-12 Home Warranties with Stacey

Day 11 - Social Media and Personalities

9-11 Social Media Training with Gogo
11-12 DISC Test with Curt

Day 12 - Call Day - LONG DAY

930-11 Call Day with Ron

11-1230 Team Meeting

Day 13 - Field Training

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248-803-0656 @ 9 AM

930-11 Live calls with Ron
11-230 Toll Brothers

Day 14 - Objections and Closing

9-11 Objections/Conditions with Curt and Ron
11-12 Close the sale with MARK Z

Day 15 - eXp world and Graduation

9-1130 Intro to eXp world with Desiree
1130-12 Curt recap/graduate

POT LUCK DAY - MEET THE TEAM



Z TEAM ONLY



Day 16 -

- *9-11 Hubspot training with Prinz
- *11-1 Conducting Business as a Mark Z Team Agent with Desiree
- 1-230 Break/lunch/catch up time
- *230-4 Dotloop and Processes training with Desiree

Day 17 -

- 9-11 Prospecting for new business
- 11-12 Follow up with current clients
- *12-230 How to Thrive and Survive on the Z Team with Marisa
Meet admins/support staff
- 230-330 Break/Catch up time
- 330-8 Showings or prospecting for new business

Day 18 -

- *Buyer role play - please call in at 248-803-0656 @ 9 AM
- 930-11 Prospecting for new business
- 11-12 Follow up with current clients
- *12-2 Productive/Organizing Class on the Z Team with Marisa
- 2-3 Break/Catch up time
- 3-8 Showings or prospecting for new business

Day 19 -

- 9-11 Prospecting for new business
- 11-12 Follow up with current clients
- 12-1 Lunch/break/catch up time
- 1-3 Set up & Manage searches, confirm meetings, etc
- 3-8 Showings or prospecting for new business

Day 20 -

- 9-11 Prospecting for new business
- 11-12 Follow up with current clients
- 12-1 Lunch/break/catch up time
- 1-3 Set up & Manage searches, confirm meetings, etc
- 3-8 Showings or prospecting for new business



Day 21 -

9-11 Prospecting for new business
*11-1 Brennen Part 1 - Social Media
Bootcamp
1-2 Lunch/break/catch up time
2-4 Set up & Manage searches, confirm
meetings, etc
4-8 Showings or prospecting for new
business

Day 22 -

9-11 Prospecting for new business
*11-1230 Team Meeting
1230-130 Lunch/break/catch up time
130-330 Set up & Manage searches, confirm meetings, etc
330-8 Showings or prospecting for new business

Day 23 -

*Buyer role play - please call in at 248-803-0656 @ 9 AM

930-11 Prospecting for new business
*11-1 Brennen Part 2 - Social Media Bootcamp
1-2 Lunch/break/catch up time
2-4 Set up & Manage searches, confirm meetings, etc
4-8 Showings or prospecting for new business

Day 24 -

9-11 Prospecting for new business
*11-1 Brennen Part 3 - Social Media Bootcamp
1-2 Lunch/break/catch up time
2-4 Set up & Manage searches, confirm meetings, etc
4-8 Showings or prospecting for new business

Day 25 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 26 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 27 -

930-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business



Day 28 -

*Buyer role play - please call in at 248-803-0656 @ 9 AM

930-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 29 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 30 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 31 -

9-11 Prospecting for new business
*11-12 Check in with Curt
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 32 -

9-11 Prospecting for new business
*11-1230 Team Meeting
1230-130 Lunch/break/catch up time
130-330 Set up & Manage searches, confirm meetings, etc
330-8 Showings or prospecting for new business

Day 33 -

*Buyer role play - please call in at
248-803-0656 @ 9 AM

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business



Day 34 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 35 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 36 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 37 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 38 -

*Buyer role play - please call in at 248-803-0656 @ 9 AM

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

Day 39 -

9-11 Prospecting for new business
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business



Day 40 -

9-10 Prospecting for new business
*10-11 Bootcamp review with Curt
11-12 Follow up with current clients
12-1 Lunch/break/catch up time
1-3 Set up & Manage searches, confirm meetings, etc
3-8 Showings or prospecting for new business

CONGRATULATIONS
YOU MADE IT THROUGH BOOTCAMP