

Bootcamp Syllabus

1. July 6: Intro Webinar at 3:00 pm EST.
2. July 13: Webinar at 3:00 pm EST
 - a. Session 1 - Are You Indispensable? And the Pursuit of Excellence
 - b. Session 2 - 7 Ways to Extract the Most Out of I.A. Bootcamp
 - c. Craft: Block 6 hours of personal investment per week for the next 60 days
3. July 20: Webinar at 3:00 pm EST
 - a. Session 3 - How CMA's and Contracts Make You Money
 - b. Session 4 - Indispensable Craft: Surgical Market Analyses
 - c. Session 5 - The Art of the Contract
 - d. Craft: 1 CMA, 1 Contract
4. July 27: Webinar at 3:00 pm EST
 - a. Session 6 - The Art of Presenting Winning Offers
 - b. Session 7 - Crafting Your Business Success Story
 - c. Craft: 2 CMA's, 2 Contracts, GAP plan draft for the next six months
5. August 3: Webinar at 3:00 pm EST
 - a. Session 8 - Make Every Week an Indispensable Week
 - b. Session 9 - Business Development: The Influencer Pyramid
 - c. Craft: 2 CMA's, 2 Contracts, list of 50 influencer candidates
6. August 10: Webinar at 3:00 pm EST
 - a. Session 10 - Business Development: Landing Influencer Meetings
 - b. Session 11 - Business Development: The Art of the Meeting
 - c. Session 12 - Business Development: Constant Relationship Investment
 - d. Craft: 1 CMA, 1 Contract, 3 meetings set
7. August 17: Webinar at 3:00 pm EST
 - a. Session 13 - Calendar Mastery
 - b. Session 14 - Buyer Needs Analysis
 - c. Session 15 - Indispensable Buyer Presentation
 - d. Craft: 2 CMA's, 1 Contract, 4 meetings set
8. August 24: Webinar at 3:00 pm EST
 - a. Session 16 - Negotiation Fundamentals That Win
 - b. Session 17 - Vetting and Winning Over the lender
 - c. Session 18 - Winning the Home Inspection Negotiation

- d. Craft: 2 CMA's, 2 Contracts, 5 meetings set, updated buyer presentation recorded
- 9. August 31: Webinar at 3:00 pm EST
 - a. Session 19 - Do's and Don'ts of the Listing Appointment
 - b. Session 20 - The Listing Checklist
 - c. Session 21 - Indispensable Listing Presentation
 - d. Craft: 2 CMA's, 2 Contracts, 5 meetings set, updated GAP Plan
- 10. September 8: Webinar at 3:00 pm EST
 - a. Session 22 - Indispensable Appraisal System
 - b. Session 23 - Receiving Offers
 - c. Session 24 - \$600K Lead Pipeline System
 - d. Craft: 2 CMA's, 2 Contracts, 5 meetings set, updated listing presentation recorded
- 11. September 14: Webinar at 3:00 pm EST

* For all CMAs and Contracts: the agent can choose their own properties to analyze and write on or choose from the list of scenarios shared on the Learning Management Platform. Non-fictional contracts that agents chose to submit should omit or block out the names of the clients. Contracts will not be reviewed by Pat or the I.A. team unless the Bootcamp participant explicitly requests a review session.