

HomeLife Unique Real Estate LTD., Brokerage



Session Name	Duration	Where	Who	Remarks
Session 1				
Business Planning and Goal Setting	2 days	HomeLife Unique Office	One on One	
MLS Training	3 days	HomeLife Unique Office	One on One	
Developing your client database	3 days	HomeLife Unique Office	One on One	
Time Management	1 hour	HomeLife Unique Office	One on One	
Learning about HomeLife Tools and Programs	1 hour	HomeLife Unique Office	Presentation	
Developing your website	1 hour	HomeLife Unique Office	Presentation	
Developing your Marketing Material	1 hour	HomeLife Unique Office	Presentation	
Branding yourself	1 hour	HomeLife Unique Office	Presentation	
Social Media Marketing	2 hour	HomeLife Unique Office	Presentation	
Session 2				
Prospecting Methods and Generating Leads	1 hour	HomeLife Unique Office	Presentation	
Developing your Farm Area	1 hour	HomeLife Unique Office	Presentation	
Creating your Niche Market	1 hour	HomeLife Unique Office	Presentation	
Customer Service	1 hour	HomeLife Unique Office	Presentation	
Negotiating Skills	1 hour	HomeLife Unique Office	Presentation	
Significance of Networking	1 hour	HomeLife Unique Office	Presentation	
Methods of Advertising	1 hour	HomeLife Unique Office	Presentation	
Session 3				
Comparative Market Analysis	1 hour	HomeLife Unique Office	Presentation	
Orea Forms filling and review	1 hour	HomeLife Unique Office	Presentation	
CMA- Listing	1 hour	HomeLife Unique Office	Presentation	
CMA - Offer Presentation	1 hour	HomeLife Unique Office	Presentation	
Listing Documentation Review	1 hour	HomeLife Unique Office	Presentation	
Listing Presentations	1 hour	HomeLife Unique Office	Presentation	
Buyers Presentation	1 hour	HomeLife Unique Office	Presentation	
Buyer Pre Qualification Knowledge	1 hour	HomeLife Unique Office	Presentation	
Offer Presentation (Role Play)	1 hour	HomeLife Unique Office	Presentation	
The Steps involved in the Deal Processing	1 hour	HomeLife Unique Office	Presentation	
Session 4				
Advertisement Review following RECO Guidelines	1 hour	HomeLife Unique Office	Presentation	
Obtaining Legal Advice from the Lawyer	1 hour	HomeLife Unique Office	Presentation	
Bookeeping and Accounting Records for a Realtor	1 hour	HomeLife Unique Office	Presentation	
What Paralegals do for Realtors	1 hour	HomeLife Unique Office	Presentation	
Using Technology as a Realtor and being efficient	1 hour	HomeLife Unique Office	Presentation	
Mortgage Approval Process	1 hour	HomeLife Unique Office	Presentation	

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Bank Requirements	1 hour	HomeLife Unique Office	Presentation	
Innovation in Real Estate	1 hour	HomeLife Unique Office	Presentation	
Session 5				
FINTRAC Process	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Buyer Presentation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Listing Presentation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
1st Time Homebuyers Seminars	30 min	HomeLife University Course	Webinar on www.homelife.ca	
FSBO Lead to Opportunity	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Farming For Listings	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Planning For 2016	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Adding Systems to Your Business	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Email Drip Campaigns	30 min	HomeLife University Course	Webinar on www.homelife.ca	
How to Establish Authority	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Following Up And Staying in Touch	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Periscope For Real Estate	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Farming 101	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Objection Handling	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Growing Your LinkedIn Farm	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Facebook Basics	30 min	HomeLife University Course	Webinar on www.homelife.ca	
7 Ways to Book More Appointments	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Flyers, Cards, Door Hangers And More	30 min	HomeLife University Course	Webinar on www.homelife.ca	
HomeLife Business And Calling Cards	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Finding Leads Through Twitter	30 min	HomeLife University Course	Webinar on www.homelife.ca	
A Simple Lead Generation System	30 min	HomeLife University Course	Webinar on www.homelife.ca	
CASL Canada's Anti-Spam Legislation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Excelling at the Buyer Interview	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Protecting Your Commissions	30 min	HomeLife University Course	Webinar on www.homelife.ca	
FINTRAC Revisted	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Handling Conflicts	30 min	HomeLife University Course	Webinar on www.homelife.ca	
When to Engage A Coach	30 min	HomeLife University Course	Webinar on www.homelife.ca	
When to Hire an Assisstant	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Community Marketing For Fun Marketing	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Offer Presentations	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Being a Paperless Agent	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Amazing Customer Service	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Your Second Year In Real Estate	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Conducting Mega Open Houses	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Amazing Customer Service	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Are you a Messenger or a Negotiator	30 min	HomeLife University Course	Webinar on www.homelife.ca	
How to Conduct A Buyer Showing	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Your First Year In Real Estate	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Understanding Search Engine Optimization	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Obtaining Signed Buyer Representation Agreement	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Blogs, Posdcards And Webinars	30 min	HomeLife University Course	Webinar on www.homelife.ca	

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Choosing The Perfect Calender	30 min	HomeLife University Course	Webinar on www.homelife.ca	
A Simple Marketing Approach to Earning a Million Dollars Step 4	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Serving the Luxury Market	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Developing An Agent Referral Network	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Lead Magnets for Expired Listings	30 min	HomeLife University Course	Webinar on www.homelife.ca	
1st Time Home Seller Seminar	30 min	HomeLife University Course	Webinar on www.homelife.ca	
A Simple Marketing Approach to Earning a Million Dollars Step 3	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Ad Writing and Calls to Action	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Lead Generation/Marketing Funnels	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Marketing Using Facebook Ads	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Facebook in Your Real Estate Business	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Business Planning	30 min	HomeLife University Course	Webinar on www.homelife.ca	
A Simple Marketing Approach to Earning a Million Dollars Step 2	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Objection Handling Scripts	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Great Seasonal Messages to Your SOI	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using INFOGRAPICS	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Staying In Touch With Past Clients	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Positioning Yourself as a Real Estate Authority	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using HomeLife Sweepstakes to Attract Prospects	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Free Reports To Attract Prospects	30 min	HomeLife University Course	Webinar on www.homelife.ca	
FSBO to Listed System	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Door Knocking 101	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Hosting 1st Time Homebuyers Seminars	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Buyer Consultations	30 min	HomeLife University Course	Webinar on www.homelife.ca	
PowerPoint Fundamentals	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Lead Generation Through Farming	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Comunity Marketing for Fun And Profit	30 min	HomeLife University Course	Webinar on www.homelife.ca	
iPad And Real Estate Sales	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Produce and edit Videos on Budget	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Building Your Personal Brand	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Fundamentals of Direct Marketing	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Effective Online Lead Conversion	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Twitter For Lead Generation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
CASL Canada's Anti-Spam Legislation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Excelling at Listing Presentations	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Facebook for Lead Generation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
How to Earn Thousands Of \$ From Your SOI	30 min	HomeLife University Course	Webinar on www.homelife.ca	
CASL Canada's Anti-Spam Legislation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Using Printerest For Lead Generation	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Embracing Income For Life	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Hosting Profitable Open Houses	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Understanding today's Buyer	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Time Saving Strategies	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Understanding Today's Seller	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Protecting Your Commissions	30 min	HomeLife University Course	Webinar on www.homelife.ca	

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Marketing Partnerships On The Web	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The Homelife H.E.L.P. Program	30 min	HomeLife University Course	Webinar on www.homelife.ca	
No Family Left Hungry	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The Digital Save Program	30 min	HomeLife University Course	Webinar on www.homelife.ca	
Jerome The Gnome	30 min	HomeLife University Course	Webinar on www.homelife.ca	
HomeLife and The Brick	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The HomeLife \$10,000.00 Sweepstakes	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The HomeLife Business And Calling Cards	30 min	HomeLife University Course	Webinar on www.homelife.ca	
HomeLife Traning HomeLife Recources Centre Advanced	30 min	HomeLife University Course	Webinar on www.homelife.ca	
HomeLife Traning HomeLife Recources Centre Basics	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The HomeLife Home Waranty Program	30 min	HomeLife University Course	Webinar on www.homelife.ca	
QR Codes	30 min	HomeLife University Course	Webinar on www.homelife.ca	
The HomeLife Prepaid Visa Program	30 min	HomeLife University Course	Webinar on www.homelife.ca	