

Premier Fast Track Training Program

Phase 1

- MLS and WBVAR Onboarding
 - Orientation and COE by WBVAR
- Policy and Procedure Manual
- Independent Contract Agreement – Talk about damage liability - \$300K
- Introduction and Registration of Online Resources
 - Dotloop
 - Video Library
 - In-person Review with Marsha
 - MLS (In-house)
 - Provide a list of MLS we belong to along with passwords
 - Sentrilock
 - Get Started with FLEXmls video (1 hour)
 - Parcel Viewer/Courthouse online (Make video in Media room)
 - Follow-up Boss
 - RPR – New to RPR webinar (1 hour)
 - Google Docs
 - Media Room/Filmora/Recording
 - In-person Training on how to record and use media room
 - Filmora – Youtube, quick start video editing tutorial
- Add all resource apps that you can to your phone and/or I-pad
- Prepare and finalize agent Brand
 - Headshot
 - Tagline
 - Record an intro Video

Phase 2

- Contract Training/Procedure Training (Use PAR Resources and provide a sample scenario for new agent to run through) – In-person Training with PAR Resources
 - Listing Loop
 - Buying Loop
- Advertising (This step should come with a calendar of activities)
 - Passive
 - Active
 - Open House Plan
 - Introduction Letter
 - Social Media Set-up with Brand in place
 - Facebook
 - Twitter
 - Instagram
 - TikTok
 - LinkedIn
 - Schedule 12 Social Events

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Phase 3

- Listing Presentation
 - (Video Training) – Recording needed
 - Role playing presentation with Mentor
- CMA – In-person Training
- Build a Database
 - Family and Close Friends
 - Distant Friends
 - Acquaintances
 - Actively Helping
 - A Customers
 - B Customers
 - Past Clients
 - Personal Development Boosters

Phase 4

- Buyer Presentation
 - (Video Training) – Recording needed
 - Role playing presentation with Mentor
- Goal Setting – Establish Milestones (Database Growth and Sales Volume)
 - 3 Month
 - 6 Month
 - 1 Year
 - 2 Years
 - 5 Years
- Develop Action Plans
 - For Goals
 - For Client Follow-up

Phase 5

- Schedule lunch or coffee with Professional Vendors
 - Home Inspector
 - Lender
 - Title Agent or Attorney
 - Insurance Rep
- Begin Mentorship