

The #8WeekSuccess Training Program:

Internet Strategies, Prospecting, and Lead Generation for the Courageous REALTOR®



“\$325”

Special Broker Pricing: ~~\$599~~ (\$299)
Day 1: Friday, February 1st - 9am - 5pm
South Carolina Association of REALTORS®
3780 Fernandina Rd, Columbia, SC 29210
Interview Link: <http://bit.ly/8wfebcs> - Strict Requirements - Please Read Them Carefully!



Internet Strategist
Key Yessaad

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The **#8WeekSuccess Training Program** was designed for Real Estate Agents who believe that Job 1 is **Prospecting** followed by **Deliberate Lead Generation**, Overt Internet Marketing, Conversion Systems, Practical Checklists, Purposeful proven Scripts, Courageous Engagement, and a **Great Attitude** towards their Career.

This course is for Brokers and Agents who want to design their Marketing properly and include an **Organic Web Presence**, SEO, Social Media, Blogging, **Video** Exposure, and Inbound Validation. You must commit to a Prospecting Agenda, **be coachable**, and be **Full-Time** or planning to become Full-Time in the Real Estate Industry.

Some of the Topics I will cover: **Prospecting Day by Day; Inbound Marketing; Door Knocking Strategies; Web and SEO Fundamentals; Time-Blocking; Internet Spiders; Meta Tags; Landing Pages; Open House Prospecting; Navigation Management; Lead Generation; Keywords Management; Direct Response Marketing; Social Media Leverage; Blog Marketing; Pay per Click Management; Internet Video Marketing; Time Management and Business Planning; Success Partner Growth; Squeeze Pages; Lead to Close Management;** and much more... Link: <http://bit.ly/8wfebcs> (Case Sensitive)

***Week 1 – All Day in-Room Training:**
1st Friday, February 1, 9am – 5pm
Topic: **Inbound Marketing, Spiders, and SEO**

Week 2: **Friday, Feb 8, 9am: 3-Hours**
Live Conference Call Video Webinar;
Topic: **Prospecting and Canvassing Strategy**

Week 3: **Friday, Feb 15, 9am: 3-Hours**
Live Conference Call Video Webinar;
Topic: **Leads Conversion Systems**

Week 4: **Friday, Feb 22, 9am: 3-Hours**
Live Conference Call Video Webinar;
Topic: **URLs and Real Estate Landing Pages**

***Week 5 – All Day in-Room Training:**
Friday, March 1, 9am – 5pm
Topic: **Social Media Marketing and Blogs**

Week 6: **Friday, Mar 8, 9am: 2½-Hours**
Live Conference Call Video Webinar;
Topic: **Time Blocking for Prospectors**

Week 7: **Friday, Mar 15, 9am: 2½-Hours**
Live Conference Call Video Webinar;
Topic: **PPC and Click Marketing for Leads**

***Week 8 – All Day in-Room Training:**
Friday, March 22, 9am – 5pm
Topic: **Direct Response Marketing and EDDM**

Course Spirit and Requirements

All Participants **Must Register** and fill out an **Online Questionnaire** which will be followed by a two-way **interview** and Early Assignments. Please know that this is an **Intensive Course - it was not designed for everyone!** The course comes with **40 hours** of live training, **50 hours** of How-To Videos, and **120+ pages** of handouts and notes. (Course Open to New and Experienced Agents.)

Please do not register until you have read carefully **All the Requirements:**

- The Requirements are very Strict and **Non-Negotiable;**
- You are striving and of the Mindset to be a **Listing Agent** – this does not mean you do not work with Buyers – but that you are striving to become a **Prospecting Listing Agent;**
- If you are prone to emergencies in your Life this course is probably not for you;
- You agree that your Cell-Phone will be **muted** during all the training Sessions;
- You will choose to be fully present at all of the sessions – **in-person;**
- If you miss a session you will be cut from the course and there will be **no refunds;**
- You agree **to do your assignments** and apply all that you have learned immediately and to do them to **the best of your ability;**
- You agree to work well with others and add to the experiences of others;
- You agree to bring a **good attitude** to all your challenges;
- I can only mentor and train **24** individuals in this program; if you really know yourself to not follow up please **do not register** and allow the space for others;
- Each participant will attend all sessions with a laptop and must know how to log-in to their website, blog, or company Platform;
- You will agree **to read** a chosen business book (you may choose it) for 10 minutes minimum every morning and carry a Business Journal to write your reflections. If not sure what book to pick consider “**No Excuses!: The Power of Self-Discipline**” - by **Brian Tracy;**
- The 3 Full-Day Sessions will start **promptly at 9am** – you are expected to be **in the room at 8:30am**. The doors will be closed at 9:15 am. Please arrive early – Know that **you can choose to be on-time!**

*Special Broker Pricing: **\$325** - Course Price: \$899*

Late Registration 6-Days prior to first session \$599

Note: You do not pay until a few days before session #1

Location: **South Carolina Association of REALTORS®**

3780 Fernandina Rd, Columbia, SC 29210

*Limited to **24** Participants*

Interview Link: <http://bit.ly/8wfebcs> (Case Sensitive)

About the Trainer:

Key Yessaad is a Real Estate Internet Strategist, SEO Trainer, and currently co-Trainer of the i-FASTTRAC Real Estate Training Program - RealEstateWebTrainer.com. Mr. Yessaad has been a Trainer and Business Coach for the past 15 years focusing especially on empowering Agents develop the Skills and Habits of Web Services, SEO Strategies, Blogging, Internet Marketing, and Listing Success.