

# The #8WeekSuccess Prospecting Boot-Camp:

Getting Listings is a Skill, Layered with Strategic Planning, Scripts, Time-Blocking, and Confidence!



“\$399”

Limited Small Group Pricing: ~~\$999~~ (\$1,299)  
Week 1: Friday, Sep 24<sup>th</sup> - 8:30am to 12pm EST.  
All Live Video Conferencing Training Sessions  
Interview Link: <http://bit.ly/8wsn21>  
Strict Requirements - Please Read Them Carefully!



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The #8WeekSuccess Training Boot-Camp was designed for Real Estate Agents, Brokers, and Team Leaders who believe that Job 1 are **Listings** and **Prospecting** followed by **Deliberate Lead Generation**, Smart Internet Marketing, Robust Conversion Systems, Practical Checklists, Purposeful Proven **Scripts**, Courageous Engagement, and a **Great Attitude** towards their Careers as **Entrepreneurs**. Open to **New** and **Experienced** Agents.

This **Rigorous Course** is not for everyone; it is intended for **Go-Getters** who want to design their Real Estate Business properly, and include an **Organic Web Presence**, Sales Strategies, **Scripts**, 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. **Only 24 to 30** Participants are accepted into each course.

Some of the Topics I will cover: **Prospecting Day by Day; Inbound Marketing; Phone Canvassing; Door Knocking Strategies; Web and SEO Fundamentals; Time-Blocking; Internet Spiders; 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 Blocking and Business Planning; Success Partner Growth; Squeeze Pages; Lead to Close Management;** and much more... Link: <http://bit.ly/8wsn21> (Case Sensitive)

Week 1: Friday **Sep 24<sup>th</sup>** at 8:30am to 12pm  
Topic: **Time Blocking and Accountability**

Week 5: Friday **Oct 29<sup>th</sup>** at 8:30am to 12pm  
Topic: **Listing Presentation and Landing Pages**

Week 2: Friday **Oct 1<sup>st</sup>** at 8:30am to 12pm  
Topic: **Leads Conversion Strategies**

Week 6: Friday **Nov 5<sup>th</sup>** at 8:30am to 12pm  
Topic: **Blog Marketing and Social Media**

Week 3: Friday **Oct 8<sup>th</sup>** at 8:30am to 12pm  
Topic: **Canvassing Strategies for Prospectors**

Week 7: Friday **Nov 12<sup>th</sup>** at 8:30am to 12pm  
Topic: **Video Marketing and Persuasion**

Week 4: Friday **Oct 15<sup>th</sup>** at 8:30am to 12pm  
Topic: **Buyer's Consultation and Negotiation**

Week 8: Friday **Nov 19<sup>th</sup>** at 8:30am to 12pm  
Topic: **Farming and EDDM Strategies**

Note: Between Session 4 and 5 we will be taking a One Week **Break** for you to work Solo on your Overall Prospecting Plan. All Times are **Eastern Standard Time**. All Sessions are **Live** via Video Conferencing. You are expected to be logged-in on your computer with a **webcam** and **microphone** fully tested before **8:15am Eastern**. We start promptly at **8:30am Eastern!**

# Course Spirit and Requirements

All Participants **Must Register** and fill out an **Online Questionnaire**. Note this is a **Demanding Course - it was not designed for everyone!** The course comes with an additional **60 hours** of How-To Videos, and **200+ pages** of Handouts. Requirements are **Strict and Non-Negotiable** - Please Read them Carefully. **It is best to Register 3 to 4 Weeks Prior.**

- You are striving and of the **Mindset** to become a **Listing Agent** – this does not mean you do not work with Buyers – but that you are striving to become a **Prospecting Agent**.
- You must first **Interview** and complete three (3) **Important Assignments** before you are invited to attend this course. Once you complete your first Assignment; we will have our **One-on-One Phone Interview** about Your Business; and then you will be asked to submit a **\$100 Non-Refundable Reservation Fee**. The **Balance** is due **Friday, September 17<sup>th</sup>**.
- If you miss a session, you will be cut from the course and there will be **No Refunds**. Note: If you are prone to lots of emergencies in your Life this course is probably not for you.
- You must agree to **work well** with others, add to the experiences of others, and have a **Great Attitude** about tackling your Business Challenges.
- You must agree to **Participate** uninterrupted for the duration of the live sessions and not schedule any events, side tasks, or emergencies during the hours of the live instructions.
- You must have an Actual **Laptop** (PC or Mac) – Laptop can be substituted by a Desktop. Attendance to the class via Smartphone or Tablet is not effective nor conducive to learning and proper interactions.
- Each participant must agree to **work** closely with at least 2 members of the Program and support each other through a process called: **“Success Partnership.”** – You will be asked to view a video and agree to participate with the spirit of that video.
- You must Collaborate and **Practice Scripts** Weekly with Success Partners. At least once live or on the phone; and at least once Face to Face via Facetime, Google Duo, Zoom, Google Meet, etc.
- You must agree to **complete all assignments** to the best of your ability and refrain from resorting to excuses. **This is a NO-EXCUSES Boot-Camp.**
- In order to take full advantage of the course you may want to have a proper Real Estate **Website** – if not sure how to proceed, you and I will discuss your personal needs during the interview.
- **The 10/5 Assignment:** You agree to **read** a chosen business book (you may choose it) for a minimum of 10 minutes **every** morning and have 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. PS: If you have already read that book consider **“Atomic Habits”** by James Clear or **“Organize Tomorrow Today”** by Dr. Jason Selk.
- The Web-Conferencing room will be open at 8:00am Eastern. You are expected to be logged-in with web-cam and microphone fully tested before **8:15am**. We start promptly at **8:30am Eastern!**
- I can only mentor and train **24 to 30** individuals in this program; if you really know yourself not to follow through, please do not register and allow the space for others - **Thank You!**

*Limited Small Group Pricing: **\$399** - Course Price: ~~\$1,299~~*

*After your 1<sup>st</sup> Assignment and Interview you must pay a **\$100 Non-Refundable Reservation Fee** - Balance due in Full **Friday, September 17<sup>th</sup>**.*

*Avoid Late Registration 7-Days prior to first session **\$899***

*Payment via PayPal or Credit Card.*

**Session 1: Live Video Conferencing **Friday September 24<sup>th</sup>****

Interview Link: <http://bit.ly/8wsn21> (all lowercase)



*About the Trainer:* **Key Yessaad** is a Real Estate **Mindset** Trainer, **Prospecting Coach**, Internet Strategist, and creator of the **#8WeekSuccess Real Estate Boot-Camp Program**. Key has been a Trainer and Business Coach for 2 decades focusing primarily on empowering Agents develop the **Skills** and Habits of **Prospecting**, Web SEO Strategies, **Time Blocking**, Blogging, Lead Generation, and **Listing Success**. #KeyWorkshops - (910) 538-6610 - <http://bit.ly/Key-Yessaad>