

# The Fundamental Principles and Mindset of Brokers' Growth and Agents' Success 7-Week Course, Post Broker Owner Training, with Mind-Set Trainers Stan Bishop and Key Yessaad



Stan Bishop



**SUCCESS IN REAL ESTATE  
IS DELIBERATE!**



Key Yessaad

**\*For EXIT Broker Owner Training (BOT) Participants Only!  
All Sessions Live Wednesdays starting Feb 9<sup>th</sup> @ 3pm EST  
Info and Registration Link: <https://bit.ly/7wfm22>**

**EXIT Broker Owner Training (BOT)** has been augmented with an Add-On Course called: **“The Fundamental Principles and Mindset of Brokers' Growth and Agents' Success.”** This 7-Week Course alternates between Brokers working with **Stan Bishop** one week, and their Agents working with **Key Yessaad** the other week, to provide the most important **anchors** of Real Estate Success that have served Professionals Well in their **Long-Term Career**.

- Total of **7 Live Sessions** - 3 Delivered by **Stan**, 3 by **Key**, and 1 for Brokers with Both.
- Brokers' 3 Sessions: **Wed 2/9; 2/23; and 3/9** at **3pm** Eastern - Live Webinars.
- Agents' 3 Sessions: **Wed 2/16; 3/2; and 3/16** at **3pm** Eastern - Live Webinars.
- Session 7 for Brokers' Only with Stan and Key **Wed 3/23** at **3pm** Eastern - Live Webinar.
- All Live Sessions are **1-Hour long** - Log-in No later than **2:45pm EST**.
- Brokers **MUST** have attended All Days and All Sessions of **The Sep 2021 BOT** in Atlanta.
- Brokers **MUST Register**, have Completed or Complete a 2022 Business Plan.
- Brokers' Participation URL by Corporate Invitation Only: <http://bit.ly/7wfm22> - More Details; Videos; and Registration Form.

Session 1 with Brokers Only - Wed **Feb 9<sup>th</sup>** at 3pm: **The Fundamentals of Running a Brokerage.**

Session 2 with Agents - Wed **Feb 16<sup>th</sup>** at 3pm: **Running Your Real Estate Business Like a Business.**

Session 3 with Brokers Only - Wed **Feb 23<sup>rd</sup>** at 3pm: **Brokers' Best Real Estate Practices.**

Session 4 with Agents - Wed **Mar 2<sup>nd</sup>** at 3pm: **How to Hold a Proper Buyer's Consultation.**

Session 5 with Brokers Only - Wed **Mar 9<sup>th</sup>** at 3pm: **Brokers' Best Financial Practices.**

Session 6 with Agents - Wed **Mar 16<sup>th</sup>** at 3pm: **The Statistics of Listings and Mindset of Prospectors.**

Session 7 with Brokers Only - Wed **Mar 23<sup>rd</sup>** at 3pm: **Brokers/Agents' Collaboration and Accountability.**



About Stan: **Stan Bishop Consulting** provides customized solutions for Real Estate Brokers looking to grow to multiple offices, number 1 market share, or new brokerage start-ups. Our systems are designed to help you recruit, retain, and increase per agent productivity. **(904) 237-2933 - #StanCoaching**



About Key: **Key Yessaad** is a Real Estate Mind-Set Trainer, Prospecting Coach, Internet Strategist, and creator of the **#8WeekSuccess Boot-Camp** Program. Key focuses on empowering Agents and Brokers to develop the Skills and Habits of Prospecting, Time Blocking, Accountability, Inbound Marketing, Blogging, Lead Generation, and Listing Success. **(910) 538-6610 - #KeyProspecting**