

# GO TRAINING: NOVEMBER 2020

Monday	Tuesday	Wednesday	Thursday	Friday
<p>2</p> <p>7:45-8:00 Monday Mindset Featuring Dalton Carroll</p> <p>12:00-12:30 Market Update: 30 Minutes to Raise Your Real Estate IQ led by Kevin Cannon &amp; Tommy Flood</p>	<p>3</p> <p>9:30 <u>Ray's Little Black Book of REALTOR® Secrets</u></p>	<p>4</p> <p>9:30 <u>Script Practice &amp; Mortgage Market Update</u></p> <p>1:30 <u>Launch Coaching w/ Deb &amp; Tom</u></p>	<p>5</p> <p>9-1:00 CURE 2020 at SFAR—Katrina Caswell (for CEs) 12:00-1:00 Panel: The Network Effect: Use Networking to Find your Niche &amp; Create Never Ending Referrals With Crystal Levan 1:00-1:30 Broker Chat w/ Anne Lakusta</p> <p>4M Experience</p>	<p>6</p> <p>12:00-1:00 Taking Listings in the Market of the Moment: Tips &amp; Scripts to Fill your 90 day pipeline</p>
<p><b>LEAP EXPERIENCE 11:00-2:00 *Check out Flyer for Details &amp; Zoom Info</b></p>				
<p>9</p> <p>7:45-8:00 Monday Mindset Featuring Jacob Martinez</p> <p>12:00-12:30 Market Update: 30 Minutes to Raise Your Real Estate IQ led by Kevin Cannon &amp; Tommy Flood</p>	<p>10</p> <p>9:30 <u>Ray's Little Black Book of REALTOR® Secrets</u></p> <p>11-12:30 <u>ALC</u></p>	<p>11</p> <p>9:30 <u>Script Practice &amp; Mortgage Market Update</u></p> <p>1:30 <u>Launch Coaching w/ Deb &amp; Tom</u></p>	<p>12</p> <p>12:00-1:00 Business Owners 101: Planning for your Financial Future With Tom Wunderlick of WWA Wealth Management 1:00-1:30 Broker Chat w/ Anne Lakusta</p> <p>4M Experience</p>	<p>13</p> <p>12:00-1:00 Fail to Plan, Plan to Fail: Setting up your 36 Touch for 2021</p>
<p>16</p> <p>7:45-8:00 Monday Mindset Featuring Howard Rose</p> <p>12:00-12:30 Market Update: 30 Minutes to Raise Your Real Estate IQ led by Kevin Cannon &amp; Tommy Flood</p>	<p>17</p> <p>10:30-11:00 <u>Let's Make a Deal</u></p> <p>11-12:30 <u>Team Meeting</u></p>	<p>18</p> <p>9:30 <u>Script Practice &amp; Mortgage Market Update</u></p> <p>1:30 <u>Launch Coaching w/ Deb &amp; Tom</u></p>	<p>19</p> <p>10-2:00 CORE 2019 4 CEs Katrina Caswell 11:30-3:30 GO's Certified iBuyer Pro Certification Course Led by Anne Lakusta &amp; Kevin Cannon \$150 To register: Dixie.augustine@kw.com</p> <p>4M Experience</p>	<p>20</p> <p>12:00-1:00 iBuyer Certified, Now What? Incorporating iBuyer into your Listing Presentation</p>
<p>23</p> <p>7:45-8:00 Monday Mindset Featuring Theresa Flood</p> <p>12:00-12:30 Market Update: 30 Minutes to Raise Your Real Estate IQ led by Kevin Cannon &amp; Tommy Flood</p>	<p>24</p> <p>9:30 <u>Ray's Little Black Book of REALTOR® Secrets</u></p>	<p>25</p> <p>9:30 <u>Script Practice &amp; Mortgage Market Update</u></p>	<p>26</p> <p style="text-align: center;">             HAPPY THANKSGIVING   </p>	<p>7</p> <p style="writing-mode: vertical-rl; transform: rotate(180deg);"><b>{GIVE THANKS}</b></p> <p>for each new morning with its light FOR REST AND SHELTER OF THE NIGHT for health and food for love and friends <b>FOR EVERYTHING</b> THY GOODNESS SENDS ~ralph waldo emerson~</p>
<p>30</p> <p>7:45-8:00 Monday Mindset Featuring Eve Holder</p> <p>12:00-12:30 Market Update: 30 Minutes to Raise Your Real Estate IQ led by Kevin Cannon &amp; Tommy Flood</p>	<p><b>Blue underlined classes are local, on Meeting ID 8816565939 PW 2020</b></p> <p><b>All other classes are held via Zoom unless otherwise noted Meeting ID 296462251 PW 86852020</b></p>			<p>For more info about these programs, visit the website: <a href="http://GOcoaching.today">GOcoaching.today</a></p>
<p><b>LEGACY Mortgage</b> </p>				